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JULY 30, 1962

Africa's new face reflected by 16 country association—page 11

A manganese miner from Gabon, Africa

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UNITED STATES OF AMERICA

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ABOUT THE COVER

American-made road building machines aid in constructing a road from Jordan to the Dead Sea. Starting on page 3 are a series of stories about U.S. firms that won the President's "E-award" as did the builder of these machines.

International Commerce

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Business Bulletins, page 2 **New Books and Reports, page 33**

Business Bulletins *from around the world*

ARGENTINA — Central Bank, suspending for 30 days (from July 11) requirement that commercial banks pay exporters only 110 pesos per dollar, with excess transferred to Treasury, also reinstituted 50% prior deposit on purchases of forward exchange.

AUSTRALIA—Another successful oil strike reported at Moonie field in Queensland. High-quality light crude oil flowed at rate of 1,575 barrels a day, consistent with flows from 3 earlier successful Moonie wells, now producing good quality oil. If fifth well of comparable quality is struck, field will have proved it has sufficient reserves to be commercial proposition.

BELGIUM—Under mine closing program, mines with capacity of 400,000 tons to be closed this year; mines with 2.1 million-ton total capacity must be closed in 1963 to meet commitment for closures amounting to 9.5 million tons capacity during 1959-63.

As demand remained high and labor shortages continued, coal stocks dropped sharply to 2.7 million tons at mid-June from the 6.2 million on hand in 1961.

Wheat target price per 100 kilograms for next marketing season established at 482 francs ($9.64) and intervention price at 458 francs ($9.16). New prices set 2.5% above and below present target price of 470 francs ($9.40).

Government asks Commission of European Economic Community (EEC) for permission to extend wheat incorporation system (requiring 60% domestic wheat in Belgian flour) from August 1 until September 1 to absorb remainder of 1961 crop.

Atelier Jaspar-Westinghouse, in Liège suburb of Awan, is new joint firm with modern plant representing $1.4 million (70 million francs) investment and employing 400 workers.

BURMA—Interkiln Engineering Co., Houston, won bid to construct government-owned tile and brick factory. Turnkey plant to cost $600,000; financing to be arranged.

CHILE—15% additional shipping charge on merchandise shipped to San Antonio and Valparaiso has been postponed from July 23 to September 24 according to announcement by Atlantic and Gulf/West Coast of South America Conference. No additional charge to be made on shipments to Iquique and Talcahuano.

FRANCE—All agricultural machines and equipment now free of controls.

Ryan Aeronautical Co., San Diego, and Thomson-Houston Co., France, in licensing agreement. French firm to manufacture for European market Ryan radar equipment for automatic aircraft navigation. Because of military applications, approval by U.S. and French governments required.

Fiat of Italy and Simca of France on Jan. 1, 1963 to split dealership network they have shared. With new models introduced by both companies, production now overlaps, and it is felt that dealers are not selling individual models as effectively as possible.

Renault, nationalized auto firm, concludes agreement with Diesel Nacional (DINA) for assembly in Mexico of "R4L" Renault passenger cars and small trucks.

New enterprises: American Chicle France formed by American Chicle Co. of Jersey City. Economics Laboratory, Inc., Saint-Paul, creates Soilax (France). Leesona Corporation of Boston forms Leesona Paris for manufacture of electrical and textile industries' winding machines. Libby McNeil and Libby, Chicago, to construct two fruit and fruit juice cannning factories at Nimes (Gard) and Gaillac (Tarn). United Merchants and Manufacturers, Inc., of New York City creates Cie Generale du Vetement for clothing manufacture. Varian Associates, Palo Alto, and Thomson Houston, Paris, to establish branch, with French company in majority, for producing UHF tubes used in radar, telecommunications, and nuclear energy.

Goodyear's first chemical factory in Europe to be erected near Le Havre and to employ 100 people at start in 1963, producing rubber, resins, synthetic latex and tubes for French and European markets.

ICELAND—Both Icelanders and foreigners now permitted to take Icelandic currency with them when entering or leaving Iceland. With non-residents limited to bringing in 5,000 crowns ($116) and taking out 2,500 crowns ($58) in banknotes and coins, big step forward has been taken in liberalization of invisibles and promotion of tourism through legalization of transactions abroad in Icelandic currency.

JAPAN—Government approves construction of Vientiane electric power plant under contract between Laos Government's Commission of the Plan and Mitsubishi. Kubota Waterworks Construction Company of Japan to supply and build water purification and pumping plant and distribution network in Vientiane with daily capacity of 20,000 cubic meters of water.

KENYA—U.S. exports still rising. In first quarter 1962, Kenya imported $1.7 million from U.S. as compared with $1.4 million for same period 1961 and $1.1 million for first quarter 1960.

MOROCCO—Beginning August 1, imported whisky in containers containing a fifth or more must be officially stamped by Bureau of Wines and Alcohol. Whisky already in stock must be appropriately marked by August 15, after which it will be unlawful to purchase whisky not carrying proper stamp.

NETHERLANDS—First quarter balance of payments indicates sharp deterioration in current accounts compared to first quarter 1961, due to trade deficit increase and decrease in surplus on invisibles. Cash-basis figures show current-account deficit of 61 million guilders ($16.8 million) and capital-account deficit of 75 million guilders ($20.7 million). Current-account deficit on transaction basis was 132 million guilders ($36.4 million).

Selectivity developing in capital market. Netherlands Antilles $13.8 million flotation of 25-year 4½% bonds not fully subscribed, although principal and interest guaranteed by Government. On other hand, $4.5 million issue of 20-year 5% bonds of Vevenigde Machinefabrieken substantially oversubscribed.

Administration bill introduced authorizing extension of financial assistance to KLM by direct loan of up to $13.8 million to maintain liquidity and by Government guarantees for loans contracted at home or abroad up to total of $93.5 million.

American Chamber of Commerce has held first meeting and membership exceeds 300.

American Life Insurance Company has established office in The Hague to secure new business and service policyholders formerly resident in Surinam and Netherlands Antilles. Firm writes insurance only outside U.S.

TAIWAN—Government approved 36 foreign investment projects, valued at $10 million, in first half 1962. Total inflow, in line with $20 million 1962 target, includes $8 million in overseas Chinese investment, $2 million in other foreign investment.

Both small and large companies honored for export programs

Washington State aircraft manufacturer, New Jersey food company, Illinois export concern among those scheduled to receive 'E' awards from Secretary Hodges in Chicago

In opening day ceremonies at the Chicago International Trade Fair, on July 25th, Secretary of Commerce Luther H. Hodges was scheduled to present President Kennedy's "E-for-Export" pennants to 9 additional U.S. companies.

The companies now joining the 47 other "E" winners represent some industry giants as well as smaller organizations which were honored for their effective export expansion programs. These included:

❶ Boeing Company of Seattle, Wash., an aircraft manufacturer;

❷ Campbell Soup Company, Camden, N.J., food-processing company;

❸ Caterpillar Tractor Company, Peoria, Ill., manufacturers of earthmoving equipment;

❹ Export-Import Division of Chrysler Corporation, Detroit, Mich., manufacturers of automotive vehicles;

❺ John Deere Intercontinental, Ltd., of Moline, Ill., farm machinery manufacturer;

❻ The DoAll Company of Des Plaines, Ill., a machine tool sales organization;

❼ J. D. Marshall International, Inc., Chicago, Ill., an export sales organization;

❽ Radiation Counter Laboratories, Inc., Skokie, Ill., manufacturer of nuclear instrumentation;

❾ Wen Products, Inc., of Chicago, Ill., a manufacturer of portable electric tools and rotary shavers.

The 9 new "E" winners depict a variety of success stories in the export field. One firm began an export program in the 1920's, another began in 1960.

Still another firm advertises in 15 languages overseas and markets its products in 115 countries.

The Chicago International Trade Fair, scene of the new "E-for-Export" pennant ceremonies, is sponsored by the Chicago Association of Commerce and Industry, a recipient of one of the first 10 "E" awards presented at the White House on April 2nd.

JETLINER FAMILY: The Boeing Co. of Seattle began to export jet airplanes in 1959 and has sold to 15 airlines around the world. Above is a scene of several foreign jets at its plant in Seattle.

Jet aircraft firm pushes exports since 1959

Previous overseas sales small; now sells to 15 foreign airlines

Before 1959, the Boeing Co. of Seattle, Wash., did a relatively insignificant export business largely involving spare parts to areas such as the United Kingdom.

Its exports for 1962 are estimated at about $120 million, a figure which involves only Transport Division exports.

For this export volume increase, and for introducing its "family of jetliners" into the U.S. export trade, Boeing was presented with an "E-for-Export" award.

Boeing Co. Vice President and General Manager J. O. Yeasting said recently that the firm reported about $53 million in export sales in the last quarter of 1959. The Transport Division's exports rose the next year to $250 million, dropped to $75 million in 1961, and are estimated to be $120 million this year.

Yeasting states that in 1960, 40% of the growth in total U.S. exports of all commodities "was derived primarily from increases in only 2 items: raw cotton and jet aircraft.

'Family of jetliners'

He said, "Boeing has successfully introduced its family of jetliners in the world airline flight equipment market, a feat best evaluated in consideration of the fact that (1) the Company was new in the commercial field, and (2) actually has sold more jet airliners than all of its U.S. competitors combined."

The company's jet airliners, he pointed out, have been sold to 15 foreign airlines in every part of the world as well as to 10 U.S. domestic airlines, the U.S. Air Force and the Federal Aviation Agency. Approximately 30 foreign carriers have received or ordered Boeing jets.

Boeing's sales efforts abroad begin with market surveys by the research department, covering all areas of the world where commercial airlines exist.

The company has spent more than $3 million in overseas advertising for commercial products since 1957 when its export sales drive first began. Since 1959, Boeing has spent well over $500,000 a year in this field.

REACHES FOR SOUP: A customer in a Barbados grocery store is shown reaching for a can of Campbell's soup. The famous company has marketed its products in the Caribbean area for almost 50 years.

Major food processing company pushes sales by advertising

Successful techniques for sales to U.S. housewife work well in selling products in worldwide markets

In 1916 the Campbell Soup Co. first began to promote the sale of its products in the Caribbean area and Latin American countries.

Today, backed by a wealth of export experience, the firm distributes its food products in 115 countries around the globe.

Advertising campaigns, which have boosted sales of heat processed and frozen foods to the American housewife, have worked effectively overseas. The heat processed and frozen foods are marketed under trademarks such as Campbell's, Franco-American, Swanson and V-8.

These advertising campaigns have been carried out in 55 countries in 15 languages through the use of television, radio, press, magazine, movies, and other appropriate point-of-sale advertising.

Result of this intensive campaign has been a 19% increase export shipments for the last fiscal year.

Campbell Soup Co. Director of Export Marketing W. Gordon Carberry said recently that a contributor to the increase is the "currently successful introduction of 2 new kinds of Campbell's soups—Chili Beef and Vegetable Bean.

These were first announced in Sept. 1961, Carberry said, and distribution to date has been attained in 30 countries including places such as Japan, Uganda, Sarawak, Lebanon and Malaya.

Introductory trade offer

Carberry said his firm, to advance product introduction and consumer sampling, made a $0.25 per case introductory trade offer. "This inducement at the wholesale or first distributor level," he said, "was designed to speed the product into trade channels."

The next step, he said, was an advertising and promotional campaign in principal markets "offering a full refund to consumers upon buying these soups and returning the labels to a local post office box for redemption."

The firm recently turned to the African markets. Earlier this year consumers in Nairobi, for example, bought and tried Chili Beef soup and sent their labels to a local redemption address, Carberry said.

Nuclear company raises exports to high level

Sales overseas account for 60% of instrument firm's production

A well-known nuclear instrument manufacturing company has sold quality U.S.-made equipment in Free World countries where there is a significant nuclear program.

Radiation Counter Laboratories, Inc. (RCL), of Skokie, Ill., has developed neighborly relations with many scientists abroad and has established a strong export organization, causing its markets to expand.

The company's exports, raised to a high level through an extensive promotional effort, now account for almost 60% of the firm's total production.

In the first 4 months of the last fiscal year, RCL exported 59.7% of its total production. Its total for the year was almost $3 million, as compared to the total amount exported the previous year —38.8% based on overall sales of $2.4 million.

In front of RCL are two equal flagpoles; one flies the American flag, and the other flies the flag of the country of the foreign visitor in the plant at the time.

The firm has trained scientists from India and Taiwan. It has also cooperated with the U.S. Atomic Energy Commission in furnishing major nuclear equipment for the traveling nuclear fair which has been held in Montevideo, Buenos Aires, Beirut, and Cairo.

In addition, nearly all the foreign scientists who attend the International Institute of Nuclear Science and Engineering at Argonne National Laboratory are guests at RCL. Regular contact is maintained with these graduates after they have returned home.

Management course

A management course in industrial relations will be held Sept. 19-28 in Panama City, Panama, for senior management men and their staff counterparts—especially for executives from medium-sized and smaller firms.

The program will be conducted by Industrial Relations Counselors, Inc., N.Y.

CONSTRUCTION AND CULTIVATION: A Caterpillar Tractor Co. machine, the CAT 955H, is utilized to construct an underpass (left) near the Eiffel Tower to help relieve a major traffic problem. Graduates of the U.S. Agency for International Development (AID) school for machinery operators in Viet Nam plow old riceland (right) with a Cat D4 track-type tractor to return land, long made idle by the activities of communist guerillas there, to cultivation.

Large firm in Illinois increases exports, opens new trade market

Company also introduces new product, enjoys success in tough market, advertises extensively abroad

A large firm in Illinois was awarded an "E-for-Export" citation because it:

❶ Substantially increased its volume of exports on a sustained basis.

❷ Successfully introduced a new product into U.S. export trade.

❸ Achieved a breakthrough in markets where competitive conditions are difficult.

❹ Opened a new trade market previously closed to U.S. products.

❺ Extensively promoted U.S. products in foreign markets.

Caterpillar Tractor Co., which began exporting in the late 1920's, had a sales total of $95.5 million in exports in 1951. Ten years later the firm reported export sales worth about $279.3 million, a gain of 192.4% in that period.

The Peoria, Ill., firm reached its highest export level in 1960, when it sold $294,211,000 worth of goods abroad.

Vice President W. J. McBrian said that through the use of seismographic equipment by earthmoving specialists and demonstrations of equipment by trained operators and field engineers, the firm succeeded "in introducing the use of ripping techniques on various construction and earthmoving projects abroad in conjunction with off-highway rubber-tired tractor-scraper combination units."

This replaced the older earthmoving techniques of combining European-produced truck and shovel combinations with draglines or small dump rail cars, formerly in general use throughout Europe.

He said, "This lower cost earthmoving technique enabled us to penetrate new markets in road construction in Germany, Belgium, and Italy and to replace European equipment in France for the construction of canals and hydroelectric dams as well as roads."

Similar seismographic studies, coupled with demonstrations and promotion efforts, enabled the company to replace European-produced drilling equipment, compressors and dynamite with large track-type tractors and rippers in quarries, mines and residential area site preparation operations throughout Western Europe.

The firm also was able to open new markets in Scandinavia for handling and

loading logs through the use of newly designed logging forks.

Achieves breakthrough

McBrian reported that by developing wheel tractor engine modifications to assure full performance at an altitude of 8,000 feet, showing movies of such machines in operation, then demonstrating them on project sites, his company achieved a breakthrough in markets where competitive conditions are extremely difficult.

By doing this, he said, "We were able to sell them for use in Liberian iron mines where European-produced trucks originally had been considered." He added that similar efforts made it possible for them to persuade contractors on the big canal project in the Sudan "to use our tractor-scraper combinations instead of the European-produced excavators, draglines and trucks which were offered by both the German and English competitors."

Opens new market

McBrian said that fishing boats throughout the world seem to be of traditional sizes "because of fixed regulations and reluctance to abandon a time-proven design. This meant," he added, "that the boats generally had to be powered with engines of traditional European-design type as to size and horsepower."

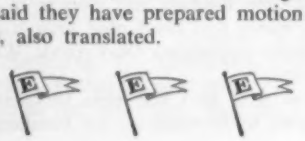
Caterpillar developed a turbo-charged aftercooled engine, McBrian said, which "made it possible for us to gain a sizable portion of that foreign marine engine market." This feature, he said, yields higher engine output without increasing the engine size and without sacrificing longevity or reliability.

The firm's 1961 export sales of this type of engine totaled 210 units with a value of about $1.5 million.

Extensive promotion

The company's promotional material, presented in many languages, has contributed substantially to its sales success. McBrian said extensive advertising is carried in periodicals overseas "and all such advertisements are in the language in which the publication is written."

McBrian said the material includes considerable printed material, such as catalogs, operating instructions and sales presentation ads, all in other languages. He said they have prepared motion pictures, also translated.



CHRYSLER GOES TO THE FAIR: Two Japanese models stand in front of a Chrysler Corp. exhibit at the 1961 international trade fair in Osaka. The Valiant was first exported by the Corporation in 1960.

Automotive vehicle firm increases export sales of compact model

Chrysler introduces Valiant in 1960 to overseas market; reports 'breakthrough' in truck sales to Argentina

A major manufacturer of automotive vehicles won its "E" award by introducing its new compact car into export trade and by the use of a truck assembly plant abroad to increase export of parts.

Chrysler Corp. of Detroit, Mich., has substantially increased its volume of export of automotive vehicles in the past 3 years, especially through introduction of its first compact car, the Valiant.

The Valiant, according to K. P. Mazurek, general manager of the company's export-import division, was introduced in 1959. "The decision was then made to establish outlets and promote sales of this new product in many foreign markets during the following year," he said.

"From the extensive market development activity that followed, Chrysler was able to increase drastically its exports of cars which undoubtedly would not have occurred had the corporation decided against introduction of its 'compact' cars outside of the U.S."

He illustrated this point by citing car export figures since 1959 in 3 European markets, with a comparison between the company's conventional and compact models.

Conventional car exports to Switzerland totaled 126 units in 1959, 366 in

1960, and 136 last year. No compact cars were sold there in 1959; the following year 1,795 were sold, with the 1961 figure being 1,642.

In Sweden, Chrysler sold 129 conventional cars in 1959, 238 in 1960, and 373 the following year. Compact sales for the same 3 years totaled 0, 1,101 and 1,459.

The firm sold 58 conventional models in Germany in 1959, 64 the following year, and 264 in 1961. No compact cars were sold in 1959, 84 were sold in 1960, and 422 last year.

Introduction of the compact cars accounted noticeably for the jump in total export sales of passenger cars in 1960. The 1959 total was 15,704. The firm sold 26,355 cars the next year, and 28,641 in 1961.

For the 1st 6 months in 1962 Chrysler's total exports were 32% higher than the corresponding period in 1961.

The Corporation's total vehicle exports to Argentina jumped from 415 units in 1959 to 10,990 in 1961. This figure reached 7,000 units for the first half of 1962.

Mazurek pointed further to the large increase in the overseas sales of Chrysler trucks, using Argentina as an example.

Chrysler exported 308 trucks in 1959 to that South American country, he said, while the 1960 figure was 6,267. The 1961 figure sales rose even higher, the figure being 8,773 trucks.

The Chrysler export-import official said that by meeting provisions of the Argentine Government with respect to investments in local facilities, including a plant for assembly of knocked-down vehicles, "Chrysler was able to avoid prohibitive tariffs," thereby substantially increasing its truck exports to that country in the 1959-61 period.

He said this "breakthrough" was achieved in a country "where competitive conditions are extremely difficult."

The export-import section of Chrysler handles the consolidation, boxing and shipping of the company's products to overseas markets. In Detroit, this division employs over 500 persons and utilizes approximately 564,000 square feet of floor space in carrying out its functions, Mazurek said.

Company helps increase exports by selling products of others

Small Chicago firm anticipates $2 million in sales this year; salesman hired to cover Central Africa

One firm to win the "E-for-Export" award is different from the others—it earned the citation by selling other people's products.

J. D. Marshall International, Inc., of Chicago, began its overseas operations 10 years ago when the two partners, Joel Honigberg and Marshall Frankel, decided to help the small manufacturer who could not afford his own export department.

Since then, the two young men have turned their export operations into a business which exceeded $1 million in sales in 1959 and which is expected to go over the $2 million mark by the end of this year.

'Person to person' selling

Honigberg and Frankel started this operation "on the basis of selling person to person, along the lines that domestic sales organizations use here in the United States." Both men together were on the road 95% of the time during the first 2 years. They then hired their first overseas salesman.

"Since that time," they said recently, "we have been constantly expanding, both productwise and in regards to the number of salesmen." They now employ 9 salesmen who travel and live abroad, working full time for the company.

The two men, who handle only products manufactured in the U.S., said "we intend to increase our volume constantly by adding more and more salesmen who will be stationed abroad . . ."

In 1953, Honigberg and Frankel represented a small firm which mass produced small blowers used in forced air furnaces and air conditioning units. European countries, they explained, had been producing forced air furnaces "since before the War" but their blowers were hand manufactured "in the same manner that they had been for generations" throughout all of Western Europe.

In 1953, they said, their firm introduced the concept of mass produced small blowers in all the Western European countries. "Our sales into Western Europe alone, on this product, exceeded $150,000 in 1961," they stated.

Not forgetting Africa

The two men hired a salesman last fall to cover Central Africa where they plan to "offer the same terms of sale as we have been offering to Latin America and many other areas of the world for a number of years."

They stated that U.S. exporters "have done very little" in selling to countries such as Nigeria, the Ivory Coast, Kenya, Tanganyika, Ghana, Senegal and the Sudan.

J. D. Marshall International has concluded licensing arrangements for its U.S. manufacturers where it has been impossible to compete with foreign countries because of price competition. "This," Honigberg and Frankel said, "enables these manufacturers to receive dollar returns for their 'know-how.'"

The two partners recently concluded several such arrangements, including ones for a blower company in Illinois and an air filter firm in Kentucky.

Languages important

Both men have emphasized the value of hiring salesmen who speak the language of the area in which they will be traveling and living. "In order to make our foreign customers feel that we are trying to do a better job for them," they said, "we only hire people who have fluent linguistic talent . . ."

In their own office, they added, there are facilities to read letters in 15 languages. In addition, they type letters in English, French and Spanish.

56 winners

The 9 new "E-for-Export" winners bring to 56 the number of firms given the honor since the award program was begun last April.

The awards are given for significant contributions to the increase of U.S. export trade.

Firms awarded the citation receive the President's blue and white "E" flag—a revival of the World War II "E-for-Excellence" flag.

EXHIBITS AND DEMONSTRATIONS: John Deere tractor is center of attraction at the 1959-60 New Delhi Fair (left). German dealer (right) gives U.S.-made Deere backhoe a field trial during meeting in Germany of John Deere-Lanz equipment dealers, as Dale Walline, right, of the Moline plant watches.

FINDS EXPORTING PROFITABLE

Overseas plants boost sales for U.S. farm equipment firm

Challenged by overseas competition, midwestern manufacturer began extensive, effective foreign operations in '56; company sales doubled

Foreign business is good business, one midwestern farm machinery manufacturer has found.

For its imaginative and bold entry into overseas activities, John Deere Intercontinental, Ltd., of Moline, Ill., has been honored with an "E-for-Export" citation.

After years of sketchy international sales, the Deere company made its first investment in foreign manufacturing operations in September 1956.

In midwestern communities of Illinois, Wisconsin, and Iowa, where the U.S. Deere plants are located, some residents feared local Deere operations would dwindle as the company began manufacturing abroad.

Exports doubled

Now, 6 years later, total Deere plant exports to the world market have more than doubled and John Deere plants overseas make hefty purchases of component parts from the U.S. plants.

The Deere Company, one of the 100 largest U.S. manufacturing firms, produces farm machinery, industrial tractors and equipment, and agricultural chemicals.

For a number of years, it had exported some of its machinery overseas through an export department. Except for a small Canadian factory in Welland, Ontario, John Deere had no foreign manufacturing operations.

In 1956, when it decided to enter foreign manufacturing, its export business had been falling rapidly—from a high of $24 million in 1951 to $12.5 million—and future sales prospects were poor. This situation also prevailed throughout the farm equipment industry.

World market grows

At the same time, the world market for farm machinery was growing.

The declining export sales of the mid-1950's came about in several ways.

1. Dollar shortages and trade restrictions in foreign markets.

2. Higher manufacturing and transportation costs for U.S. goods.

3. Inability of U.S. firms to keep abreast of foreign requirements in equipment design without overseas organizations.

The John Deere Company decided it would be advantageous to move into foreign ventures.

1. To share in the growing market.

2. To increase its sales of component parts which the overseas Deere plants could use.

3. With more extensive dealer organization, more U.S.-made Deere equipment could be sold.

Active in Germany

First, the company purchased a majority interest in a famous old German farm manufacturing equipment firm, Heinrich Lanz, AG, with plants in Mannheim and Zweibrucken.

The German market had previously been a highly competitive one in which U.S. exporters had met with little success. Deere has obtained a growing share of the German farm machinery business since 1956.

Since then Deere has built plants in Mexico, Argentina and France; entered into a marketing organization in France with 3 implement producers; and purchased a small British implement making firm.

In addition, it acquired a substantial interest in a Spanish tractor firm and set up a sales branch in Australia.

Sales climb

In 6 years, $50 million was invested in these subsidiaries. By 1961, sales of these overseas interests climbed to $77 million and 1962 sales may approach $100 million.

Now, the downward trend in export sales has been reversed. The old 1951 record has been broken as 1961 exports rose to $29.5 million. Shipments of finished goods and repair parts totaled $19 million, compared to $12.5 million in 1956. In addition, employment at the firm's midwestern plants has increased by about 4,000.

And, as Deere executives visualized, the foreign subsidiaries are good customers of their U.S. plants. Their 1961 purchases amounted to a hefty $10.5 million.

Electric tool producer doubles export sales

Begins selling abroad in 1960; keeps prices low, competitive

A manufacturer in Chicago of portable electric tools established its own export organization in 1960 and since then has more than doubled its sales overseas.

By keeping prices low and competitive, Wen Products, Inc., has made significant breakthroughs in markets previously dominated by manufacturers in other nations.

The firm has been manufacturing portable electric tools for the past 9 years, according to Export Sales Manager E. J. Krug. The first were "our electric soldering guns which have been well accepted by the industry," Krug said.

He added that "We are now considered one of the largest manufacturers of soldering guns in the U.S."

Krug stated that in 1959 Wen Products introduced its Model 909 heavy duty Sabre saw. The following year the company brought out its model 66 rotary electric shaver, and introduced its Model 910 electric belt sander in 1961.

"The introduction of these 3 tools," he said, "created additional sales for us in both the domestic and export markets."

Krug added that "We have developed a very substantial market abroad for our Model 909 Sabre saw as it was the only tool of its type on the market especially designed to supersede the common circular saw of the heavy duty type."

He said the company's soldering guns and other portable tools are now being sold in substantial quantities in many countries "where conditions are extremely difficult due to European and other foreign competition. Because of the fact that we do have very low and competitive prices and have very high quality tools we have been able to open up markets such as Australia, Belgium, Chile, France, Germany, Japan, the Netherlands, New Zealand, Thailand, Turkey, and many other smaller markets of the world."

He termed these markets "very competitive" and added that they "have been somewhat closed to American competition in relation to the tools of our manufacture."

Exporting not casual matter to machine tool sales firm

Company in Illinois carried on extensive campaign to increase productivity in developing nations

To the DoAll Co. of Des Plaines, Ill., exporting has not been a casual matter.

This machine tool sales company, long experienced in international trade, has launched an intensive campaign for export of low-cost basic-elements machines designed to increase productivity in developing nations.

Foreign language sales literature, direct mail promotion, motion pictures and participation in international trade fairs have contributed to the company's export sales gain of more than 30% in a year's time.

For its effort along these lines the firm has been awarded the President's "E-for-Export" citation, the first machine tool company to be given the honor.

Chairman of the Board L. A. Wilkie said recently that the firm's export volume jumped from 5% to 25% of the total volume in saw blades and machines in the last 8 months of 1961.

The firm, he said, produced literature in 7 languages on 4 product lines, it has some 18,494 clients on its direct overseas mailing campaign list, it has made 15 new 8 mm. sound with projectors with film available to overseas representatives, it has introduced a new lost cost machine designed for export, and it plans to cover new areas, with Department of Commerce assistance of the Trade Contact Survey, in 6 underdeveloped regions.

C. H. Rosene, the firm's director of public relations, said several days ago that DoAll's success in exporting was due in large part to the Extending Your Hands program, a company project with the basic concept "that tools and paritcularly machine tools are the key to producing the greatest good for the greatest number."

"This program," said "Rosene, brings the vital message of improved living conditions through improved production facilities to those who need it most, the less advanced peoples."

The firm has built this program around 2 model shops. One, the MRO shop, shows how much can be expected, Rosene stated, from one properly matched, yet inexpensive group of equipment. It is directed to maintenance, repair and overhaul applications.

He said the other shop, the Master Tool Room, demonstrates the self-help thesis but on a higher technological level.

HALL OF PROGRESS: A large number of businessmen in the DoAll Company's Hall of Progress listen to an explanation of the firm's graphic illustration of the Industrial Revolution, "The Dawn of This Age." The hall, a demonstration center for customers, includes exhibits of man's first machine tools.

Daniel Goldy named BDSA Administrator

Former Lumber official is authority on resources, economic developme

Daniel L. Goldy has been appointed Administrator of the Business and Defense Services Administration (BDSA).

A former partner in the Mountain Fir Lumber Company of Independence, Oregon, Mr. Goldy had served as Deputy Administrator of the Area Redevelopment Administration since August 1961.

BDSA is an important link between Government and business, conducting industry growth studies, promoting foreign and domestic commerce through its 21 industry divisions, and performing such other services as may be required.

Mr. Goldy is a specialist in the utilization of natural resources, economic development and labor relations.

Secretary of Commerce Luther Hodges has also announced the appointment of Henry Scharer as Director of the Office of Public Information.

Other recent personnel assignments in the Department of Commerce include:

James Morton, formerly Special Assistant to the Federal Highway Administrator to Special Assistant to the Secretary for Public Affairs.

Reuben Pomerantz, formerly a research and development officer with the Army to Special Assistant to the Assistant Secretary for Commerce for Science and Technology.

By Neil J. Hurley, Jr.

Export expansion aided by import expansion

Chairman, National Export Expansion Council

Oddly enough, an export expansion program doesn't bubble upwards over coffee in Brazil, or at the fine, well turned tables of Rome, or the modern desks of Tokyo.

Export expansion begins in Fort Wayne, Des Moines and Milwaukee.

An increase in foreign trade depends on how many entries approach the starting gate and, as they pass the club house turn, it's like a purchasing agent's golf tournament. Almost everybody's a winner.

The export minded business that looks on France with the same sales appraisal it gives to Pennsylvania will sell about as easily in both places.

The problem America has in world trade is to explain to the U.S. manufacturer who wears British woolens, topped off with ties of Italian silk and handkerchiefs of Irish linen, who drinks Scotch whiskey and Schweppes soda, has a small British or Italian motor car for his second automobile and fills it with gasoline from North Africa, that it's possible for him to sell *HIS* product to the same people from whom he buys his coffee.

The boats go in both directions, and from the standpoint of export expansion there's nothing better than import expansion, too. This business of trading and dealing and buying from one another strengthens everybody's muscles.

But somehow or other many American manufacturers in Massachusetts who think nothing of selling in Texas get as nervous as a hunter looking at his first buck when he thinks of expanding across our borders.

Even Canada scares a lot of manufacturers, although the distance between us at the furthest point is a five iron shot.

The value of United States goods shipped abroad last year was greater than all the consumer purchases of automobiles in this country and larger than all of the sales of the iron and steel industry.

Yet only 4% of our manufacturers participated.

Personally, we like Italian leather, Belgian lace and Japanese optical goods. This isn't a reflection on American products.

We simply think that we should sell the Belgians, Italians and Japanese more of our merchandise, too.

Last month in Japan we bought a cigarette lighter made in the United States by Scripto, looked at office machinery built by Burroughs in Detroit, and rode continually in motor cars made by American machine tools.

The industrial world can be a big as the heads of American business wish to make it.

Or it can be as small!

EUROPE'S PARLIAMENT IN ACTION: The European Parliament, representing the people of the European Community, "The Common Market", is pictured in session at Strasbourg, France. It has 142 members now but will be enlarged if Great Britian joins the Community. When the EEC was formed by the Rome Treaty of 1957, an Association of what was then African colonies was organized. Now, as newly formed independent countries, the Association members are in the process of forming a new Convention to continue the trade benefits that they have been receiving.

SPECIAL REPORT

Negotiating on new treaty to continue close ties of 16 new African nations with EEC

Old Treaty to expire this year; U.S. hopes for steps to improve world market conditions for tropical products; issues are vital to Latin America

By EDWARD J. CHESKY
European Division,
Bureau of International Programs

Of special significance to American businessmen is the continuing close association of 16 newly independent African nations with the Common Market.

When the European Economic Community was formed by the Rome Treaty of 1957, the 16 countries were dependent overseas territories. Provision was made at that time, (the Convention of Overseas Association) for their participation in EEC.

The 5-year treaty will expire this year and important discussions are now being carried on between the EEC and the now independent overseas countries in order to formulate a new Convention to continue the association.

Principal exports from the 16 countries are coffee, cocoa, tropical nuts and oils, bananas and tropical woods.

The author

a native of Kansas, received his AB from Kansas U in '49, and studied at the U. of Vienna and Georgetown U, where he received his MA in '55. He became a Foreign Service officer with the State Department in 1955 and is presently detailed to the Department of Commerce.

Major issues

The major issues facing the negotiators are:

1. The degree of tariff preference to be granted imports to the Common Market from its overseas associates, particularly for tropical raw materials.
2. The duration of the new Convention of Association.
3. The possible admission of new associates, such as those now part of the British Commonwealth in Africa.
4. The type and amount of development aid to be allocated by the EEC to the overseas associates.

UNION LEADERS DISCUSS PROBLEMS: Representatives of African countries associated with the European Economic Community discussed labor problems at an informatory meeting held in Brussels in March. Henri Rochereau, third from left, is EEC official with special responsibility for overseas development.

Renegotiation and alteration of the original Convention of Association is necessary not only because of the expiration date, but also because of political changes in Europe and Africa. Since 1958, most of the associates have achieved independence and the possible accession of the U.K. to the EEC may require additional adjustments.

Negotiations for the final draft of the Convention are expected to begin soon.

Major goals of the association as expressed in the Treaty are "to promote the economic and social development of the countries and territories and to establish close economic relations between them and the Community as a whole." These goals were to be accomplished mainly by progressive elimination of tariff and other trade barriers on all trade between the European members and the overseas territories and by expanded development assistance to these areas through the European Development Fund.

Freeing trade

When the treaty was negotiated, each of the Six except Germany and Luxembourg had overseas dependencies or trust territories. France, as the principal administrator of overseas territories, insisted that the Treaty provide for affiliation of these territories with the Common Market and the French view prevailed. This affiliation was intended, inter alia, to broaden the partial preferential trade systems that had, in the main, characterized commercial relations between the metropolitan powers and their overseas dependencies.

The overseas associates have already benefited from the reduction of internal tariff rates within the Common Market since these reduced rates are also applied by the EEC to imports from overseas associates. Meanwhile, for imports from non-members and non-associates of the EEC, the Six are moving their national tariff rates toward the Common External Tariff. However, some of the more important products exported by the associates do not yet benefit from preferences in the entire EEC area, as up to now trade differentials have not been universally established.

The Rome Treaty Convention commits each of the overseas associates to a progressive elimination of customs duties on imports from the Six and the other associates. However, exception to this principle is offered to associates who require import duties for fiscal reasons or in order to foster industrial growth. The Treaty also provides that trade concessions given by any associate to that European country with which it formerly had special relations, should be extended to the rest of the Six.

European Development Fund (EDF)

A major incentive for the overseas areas to continue their association with the Common Market has been the agreement by the Six to provide extensive development assistance. The Convention of Association provided for EEC member government contribution of $581 million in non-repayable grants to the overseas associates through the European Development Fund during the period 1958-1962. In addition, the EDF has involved West Germany in substantial foreign aid contributions.

The early years of the EDF were spent in developing organization and procedures but in the last year a high volume of projects has been approved and aid funds have begun to flow to the associates. According to the provisions which govern operations of the EDF, the organization is limited to grants of funds for social and economic projects which are not suited to private investment. Thus emphasis was given first to social projects such as education, health services and water supply facilities but more recently there has been a shift to transportation, communications and agricultural projects.

By the beginning of 1962, 233 projects were under consideration; of which 166

Associated countries

Overseas associates of the Common Market (under a special convention of the Treaty of Rome of 1957) include the following:

Independent Countries:

Cameroon, Central African Republic, Chad, Congo (Brazzaville), Congo (Leopoldville), Dahomey, Gabon, Ivory Coast, Mali, Mauretania, Niger, Senegal, Somalia, Togo, and Upper Volta, all in Africa, and the Malagasy Republic.

Burundi and Rwandi, formerly Ruanda-Urundi, a Belgian Trust Territory in Africa, became independent on July 1, 1962. These two countries must indicate whether they wish to continue association. Algeria's relationship to the EEC must also be revised following her independence.

Dependent Territories:

Comoro Archipelago, French Polynesia, French Somaliland, French Southern and Antarctic Territories, New Caledonia and dependencies, Netherlands New Guinea, St. Pierre and Miquelon.

In addition, the association of the Netherlands Antilles and Surinam is now under consideration. (Negotiations on behalf of these dependent territories is carried on by the country responsible for their external affairs.)

had actually been approved. Of the total, 106 are economic projects to cost $160 million and 127 are social projects involving a planned expenditure of $173 million.

In addition to providing investment funds, the EDF has also served as a nucleus for many activities involving cooperation between Europe and the overseas areas. Project plans have been worked out jointly and the exchange of students, trainees, and experts to and from Western Europe has increased. Currently, 300 students from the African associates are studying in Europe under EEC scholarships.

Tropical products question

Tropical countries typically are dependent for foreign exchange on the income from one or a few key raw material exports. For example, 61 per cent of Somalia's exports are bananas, 50 percent of the export income of the Ivory Coast comes from coffee. Gabon and Congo (Brazzaville) receive about 66 percent of their export income from tropical timber and wood products, while cocoa makes up about 40 percent of Togo's exports. At the core of the negotiations on the new Convention is the provision of a continuing favorable market in the EEC for the tropical products of the African associates.

In general, the world market for tropical products has softened in recent years. Production of some products has been increasing more rapidly than demand in the largest consumer nations—the U.S. and Europe—creating a downward pressure on prices. In addition, certain products tend to have wide price fluctuations and with rising price levels for manufactured imports many tropical nations have shown a significant decline in their terms of trade.

To cushion the effects of these developments in the tropical product trade, France has continued to provide a guaranteed market for some commodities from her former dependencies, often at prices above world market levels. In addition, France provides financial backing for certain commodity stabilization funds in these associated states for which she was formerly responsible.

Member states preference

Under the Treaty, trade in these products is beginning to benefit from tariff preferences offered by all the European member states. While all imports of tropical products from the associates are eventually scheduled to enter the EEC duty free, imports of the same products from non-associates will be dutiable according to the Common External Tariff (CXT).

DISCUSS TRADE TIES: Three representatives of new African nations in attendance at an informatory meeting held recently at Brussels when EEC's achievements in fulfilling agreements made with the associated States in Africa were discussed. Left to right, M. Bresson Georges, Haute Volta; M. Gueye Djime Momar, Senegal; and M. Rakoto Ratsimamanga Albert, Madagascar, pictured at the conference table.

The proposed ad valorem duty rates in the CXT as it was drawn up in 1960 were: cocoa beans—9%, raw coffee—16%, bananas—20%, crude tropical vegetable oils—10%.

If adopted, these rates would offer substantial new margins of preference in some member states for imports from the associates, to the disadvantage of Latin American and other producers not associated with the Common Market. Some of the EEC members have traditionally purchased tropical commodities from non-associates and do not desire either to increase external tariff rates and as a consequence consumer prices, or to shift their sources of supply. Consequently, those EEC members are now in favor of much lower or even zero CXT rates for tropical products imports.

Because of the assured income provided by the combination of tariff preferences, stabilization plans and guaranteed markets for their tropical products, the overseas areas are strong advocates of continuing association with the EEC.

Increased consumption of tropical products, both in Europe and elsewhere, is a hopeful though slowly growing trend. However, a major hindrance to greater consumption in some of the EEC countries is the traditionally high excise tax imposed on coffee and products of cocoa. The overseas associates have urged that these excise taxes be eliminated as soon as possible and the EEC Commission has made such a recommendation to the member states. Lifting of these taxes could benefit not only the associated states but also the other tropical product exporters.

Unresolved issues

One of the most important unresolved issues at present is the level of preference to be provided for tropical product imports from the associates, although there is considerable support of a U.S. plan for duty-free trade in tropical raw materials from all sources. Furthermore, a time schedule must be set for movement to duty-free internal trade and to full CXT duty rates for external trade in these products. The EEC Commission has proposed a substantial decrease in the previously planned CXT rates on tropical commodities and such a reduction is likely.

In addition, consideration is being given to direct EEC financial support for the commodity stabilization funds of the associated states, which are now supported by France alone. The form and amount of this aid is still under discussion.

One of the most critical questions concerns the possible admission of new overseas associates—such as the African members of the British Commonwealth. The economic interests and problems facing some of the Commonwealth African States, particularly Ghana and Nigeria, are similar to those of the present EEC associates. It must be decided whether to consider new requests for association in a positive manner, and, if so, whether on the same terms as those enjoyed by present associates.

The duration of the new Convention of Association is as yet undetermined though it has been proposed to be for from five to seven years.

NEW 412 MILE PIPELINE TO COAST: A new pipeline from the Messaond oil field in Schara to the Port of Bonjie was financed by a $50 million World Bank loan, making Algerian oil more easily available.

The Convention must also provide for new political institutions within the EEC framework. For instance, permanent voice must be given to all associated states. They will function under an organizational structure roughly paralleling that of the Six in the EEC. The major decision-making institution is expected to be a Council of Association, a ministerial-level body, meeting periodically, having representatives from each of the governments of the independent associates and of the Six. In addition, there are plans for a Committee of Association to prepare matters for decision of the Council, and a parliamentary body joining representatives of the Assembly of the European Community with delegates from the parliaments of the associated states.

Major alteration in the functions and operations of the European Development Fund are envisaged. The Fund is expected to have more flexibility than under its present authority, where it offers only limited grants-in-aid. Several categories of development loans are planned. In addition, it is expected that total funds available annually for various EDF aid programs will exceed present allocations. (The EEC recently proposed a total of $780 million in aid for 1963-1967.)

U.S. interests in African-EEC relationship

In February of this year the U.S. directed a memorandum to the Common Market member states and the U.K. expressing its views on the tropical products question and the new Convention. As reported in the press, the memorandum stated that ". . . the U.S. continues to believe that the interests of all concerned will best be served if within the context of the EEC-U.K. negotiations and the negotiations for renewal of the association, steps are taken to establish new economic relationships which improve conditions in world markets and aid in diversifying single-crop economies while at the same time the advanced countries move towards the eventual free entry of tropical products on a non-discriminatory basis."

In line with this position, the U.S. Trade Expansion Act, currently before the Congress, aims at the reduction or elimination of U.S. duties on certain tropical products from all countries if comparable access to the Common Market is offered for the same products.

Prime U.S. concern for this issue results from the overwhelming importance of tropical exports to a number of countries not associated with the EEC, mainly in Latin America. Some of these nations have already suffered from recent declines in tropical commodity prices and their future economic growth and stability is dependent to a large extent on maintenance of their important European Market. They fear that the preferential system now developing for the Common Market associates would result in extensive diversion of their trade to the associates.

In addition, for some of the tropical products the U.S. has come to support world-wide commodity stabilization plans, in which the interests of all major producing and consuming nations would be represented. This seems to be the most feasible means of attacking long-standing instability in this vital trade area. The U.S. has further indicated its desire to contribute to the organization and financing of such commodity stabilization plans.

Early resolution of all these issues is not expected but decisions on many of them must be reached by the EEC and the associates before the expiration of the current Convention of Association at the end of 1962. Final agreement will not be easy and the issues are vital for the future both for the current associates and also for a large portion of the rest of the tropical world.

HARD WORK IN THE CONGO: Plowing a furrow for sugar cane planting requires the use of heavy machinery in Moerberg-Kwilu, Lower Congo.

African nations' import rules cover whole trade spectrum

Range from almost free trade to strict state control; regulations constantly changing in evolving area

The Africa Division, Bureau of International Programs, Department of Commerce, has prepared a brief summary of import controls currently applicable in various countries of Africa. The businessman dealing with African countries should find these résumés of import regulations practical and helpful. However, in view of the rapid evolution now taking place throughout the African continent, readers should bear in mind that these summaries are subject to change. INTERNATIONAL COMMERCE attempts to report all such changes as they occur.

Algeria

Approximately 90% of the imports from the U.S. are free of quantitative restrictions. For these liberalized goods, no import licenses are required. However, importers are obligated to establish a registration ("banking domiciliation") with an authorized bank for shipments which are above 10,000 new francs (4.97 new francs=$1). The bank is authorized to execute payments and control the transactions, including the transfer of foreign exchange. The goods will clear customs on the basis of an invoice and a customs declaration.

Non-liberalized goods subject to quantitative restrictions must be covered by an import license from the "Service de Licences de la Delegation Generale," 13 Rue d'Isly, Algiers. Here again the importer must establish a "banking domiciliation" for shipments over 10,000 new francs. Non-liberalized goods are licensed on the basis of the French decision as to essentiality of the product for the Algerian economy and on the available supply from other countries. As a rule, the Algerian list of non-liberalized goods is the same as the French, which includes certain agricultural commodities, a limited number of state traded items, such as energy sources (petroleum), and relatively few industrial products. The customs procedure is generally simplified for both liberalized and non-liberalized shipments under 10,000 new francs.

Franc Zone Countries of West and Equatorial Africa

(Cameroon, Central African Republic, Chad, Congo-Brazzaville, Dahomey, Gabon, Ivory Coast, Mali, Mauritania, Niger, Senegal, Malagasy Republic, Togo, and Upper Volta)

The import control systems of the French-speaking countries of West and Equatorial Africa (Guinea excepted), although administered by each Government separately, are essentially quite similar because of the membership of these countries in the Franc Zone. Each country annually negotiates an import program with the French Government at which time total foreign exchange allocations are decided*; within the framework of this program, import licensing and controls are solely the province of each country.

For licensing purposes, each country classifies all trade into separate categories, ordinarily as follows: trade with the Franc Zone (which is free of restrictions), Common Market countries, and all others. With few exceptions all trade with non-Franc Zone countries, both imports and exports, must be licensed. Approved licenses are valid for 6 months, and upon application, if justification exists, may be extended beyond this time. Generally speaking, over 50% of the trade of these countries is carried on with the Franc Zone.

Import licenses also authorize foreign exchange availability. The Ministry of Economic Affairs in each country both processes import license applications and makes foreign exchange allocations. Approved import licenses are sent to the Exchange Control Office; this office then makes foreign exchange available to the importer through his bank. In cases where the products to be imported have been placed on a list of "liberalized goods," import certificates rather than import licenses are required; import certificates are issued directly by the Exchange Control Office.

* In the case of the Ivory Coast the situation is somewhat different, since under recent agreements between that country and France the Ivory Coast now has full access to its foreign exchange earnings. However, arrangements are still negotiated annually establishing minimum trade levels between the 2 countries with respect to certain commodities.

Republic of the Congo (Leopoldville)

The Republic of the Congo requires import licenses for the importation of goods. The import procedures, revised several months ago, recognize the needs for both consumer and producer goods and the distribution of licenses generally follows the traditional import patterns of the Congo. However, in view of the limited availability of foreign exchange, allocation of licenses heavily favors items which most contribute to the economy of the country.

At the time the importer files his application he must deposit with an approved bank 20% of the equivalent amount in foreign currency for which authorization is requested.

Ethiopia and Eritrea

Import licenses are not required, but an exchange license is necessary before payment can be authorized. The exchange license is issued by the State Bank of Ethiopia and is generally valid for 3 months, although it may be extended upon application. No license is issued unless the foreign exchange is available.

Exchange control payment licenses for "non-essential" or "luxury" imports are authorized only upon payment by the importer of Ethiopian dollars up to a maximum equivalent to the c.i.f. value of the goods imported. The State Bank charges a bank commission of 1% on all foreign exchange transactions.

Although there are no actual quarantine regulations in force, the Ministry of Health may require that shipments of used clothing be accompanied by a certificate of disinfection. The Ministry also makes a practice of sampling foodstuff imports at its laboratories.

Gambia

Most commodities may be imported into Gambia from the U.S. under an open general license. A specific license is required for the importation only of wheat flour and rice. As a member of the West African Currency Board, Gambia requires all transactions involving foreign exchange to be carried out through authorized dealers or the Financial Secretary.

Ghana

On December 1, 1961, the Government of Ghana revoked its comprehensive open general license and instituted a strict system of specific licensing.

An open general license still authorizes the importation of certain items such as single copies of books and periodicals, trade samples, personal and household effects, gifts, some food and agricultural products, and spare parts for various vehicles and industrial machinery. However, most goods imported into Ghana are covered by specific licenses.

Exchange is also controlled. Residents are not permitted to hold foreign currency or securities, and the amount of exchange allotted for foreign travel is limited. All transactions involving gold or foreign currency must have the approval of the Bank of Ghana, although the issuance of a license implies that exchange will be granted.

All trade with South Africa, Southwest Africa, Portugal, or any country in the Portuguese monetary zone is prohibited.

Guinea

With very few exceptions, all imports into the Republic of Guinea, regardless of category or country of origin, must be licensed and are strictly controlled. Application of controls is based on an annual import program which is drafted by the Guinean Government. This program is made to conform with Guinea's bilateral trade agreements with various countries; thus, in administration of the licensing system, imports are generally not approved from countries with which Guinea does not have trade agreements (including the U.S.) if the same articles can be obtained from countries with which such agreements are in existence.

Import licenses authorize the necessary foreign exchange since approval of the Exchange Control Office is required prior to issuance of the license.

Kenya

Practically all goods from the U.S. may be imported under open general license. Some items may be imported under the authority of a specific license. The importation of only a very few items is prohibited. The granting of a license assures release of the necessary foreign exchange.

For licensing purposes, imports from outside East Africa are divided into the following 3 categories: ❶ Goods originating or exported from: Albania, Bulgaria, Czechoslovakia, Eastern Germany, Hungary, Iran, Iraq, Japan, North Korea, North Vietnam, Poland, Rumania, The People's Republic of China, or the U.S.S.R. may *not* be imported without a specific license. ❷ The importation of goods listed in a second schedule require specific licenses irrespective of country of origin. ❸ All other goods not covered by the above may be imported under open general license.

RISING AFRICA: This pipeline across the Sahara is evidence of the surge of activity taking place as Africa emerges from economic obscurity and fights her way toward self-sufficiency. (World Bank Photo)

Imports from Uganda or Tanganyika are covered by still another schedule. A license is required to import certain goods originating in specified countries outside East Africa. All other imports from Uganda and Tanganyika may be brought in under an open general license.

Specific licenses may be obtained from the Department of Trade and Supplies, P.O. Box 30430, Nairobi, Kenya.

Liberia

Liberia places very few restrictions on importation of goods into the country. A license is needed to bring in arms, ammunition, rice, pharmaceuticals, and botanical plant materials. Importation of used clothing is prohibited. There are no exchange controls since the U.S. Dollar is Liberia's official currency.

Libya

Two types of import licenses are in use, the specific and the open general license. Specific individual import licenses are required for a limited number of commodities which appear on the Libyan Import Control List. All nonlisted commodities except those prohibited (generally livestock or agricultural commodities produced locally) can be traded freely under general open license.

Import licenses for commodities coming from the U.S. are valid for 6 months, but may be renewed for an additional 3 months. An exchange permit is required only for goods under specific license and is automatically forthcoming when the import license is issued and a firm contract exists. Imports of goods originating in full or in part from Israel are prohibited.

The Libyan Government requires Phytosanitary certificates for imports of vegetables, fruits, and edible seeds.

Morocco

Import licenses are required for all U.S. goods exported to Morocco with few exceptions such as newspapers and magazines, U.S. Army supplies and "noncommercial shipments" not exceeding $50—(25 dirhams). Application should be made to the "Ministry of Commerce, Industry, Artisanship and Merchant Marine," (Ministere du commerce, de L'industrie, des mines, de l'artisanat et de la marine marchande), Rabat, where the import license is countersigned by the Moroccan Exchange Office, thus releasing the necessary foreign exchange.

Licenses issued for dollar goods favor producer items and raw materials. Import licenses must be "domiciled" with an authorized bank which makes payments and settles expenses incidental to the commercial transactions covered by the import documents.

Importers must be registered with the Commerce Registry (Registre du Commerce). A 25% deposit is required in advance on all imports with the exception of those items financed by the U.S. AID program. Quotas are commonly used under the so-called "Programme General D'Importation." The quotas set under this program are dictated by the current economic needs of the country.

It is recommended that U.S. exporters require payment by means of irrevocable letters of credit.

Mozambique and Angola

Imports from the U.S. require an import license which may be issued if the goods to be traded are considered essential for the local economy and if they are not readily available from Portugal, the Portuguese Overseas Provinces, or from those members of the Organization for European Economic Coopera-

tion and Development (OECD) with which bilateral trade agreements have been negotiated.

No separate exchange license is required. Upon presentation of copies of an import license at a commercial bank, an importer may receive the foreign exchange needed to cover the cost of the goods for which the permit was issued.

Nigeria

Most commodities may be imported into Nigeria from the U.S. under open general license. However, a specific import license is required to bring in coal, petroleum products, gold and gold products, and used clothing. In addition, the importation of certain other goods is prohibited because of health, safety, moral or religious reasons.

Foreign exchange is automatically granted for all authorized imports.

The Federation of Rhodesia and Nyasaland

All imports from the U.S. may enter the Federation freely under an open general license, with the exception of a brief list of items which are not ordinarily licensed regardless of the country of origin. One other exception to the open general license is a list of about 22 agricultural items which require a specific license from the Secretary of the Ministry of Agriculture.

No separate exchange license is required for imports. Currency is made available against the importer's presentation of properly completed shipping documents and a valid import license, whether it be an open general or a specific license.

Sierra Leone

The importation of most commodities is freely permitted under an open general license.

However, specific import licenses are required for the importation of rice, certain drugs and pharmaceuticals, arms and ammunition, seeds, silver, cattle, gold and gold jewelry.

In addition, the importation of certain other goods is prohibited because of health, safety, moral or religious reasons.

Foreign exchange is automatically granted for all authorized imports.

Somali Republic

Imports from the U.S. require an import license which is issued if the following criteria are met: ❶ the products are needed by the economy, ❷ comparable products are not available in Italy or ❸ the price is at least 20% below that in the Italian market, and ❹ the foreign exchange is available.

Import licenses are valid for 120 days and not transferable. Commercial letters of credit may be utilized, but their maximum validity is limited to 180 days from the date the credit was opened.

The Somali Republic's Northern Area (formerly British Somaliland) is still conducting trade operations under sterling bloc regulations. Most of the foreign exchange purchased for trade purposes is sterling and exchange permits and licenses to import are freely granted for that currency. British Commonwealth preferential tariff rates are still in effect and products from these countries or their dependencies pay duties from 10 to 50% lower than those imposed on commodities imported from the U.S. or other countries.

Republic of South Africa

Imports are controlled by foreign exchange quotas assigned to registered importers and permits granted under these quotas. Permits apply to any country or currency without distinction.

Current regulations contain the following groupings: ❶ a brief free list of basic raw materials such as raw coffee, tea, cotton, wool and other textile fibers, petroleum products, and manufacturer's components, ❷ a short list of goods subject to liberal quotas, which consist of machinery, equipment, raw materials, and capital plant and equipment not elsewhere specified, ❸ motor vehicles licensed under special complex arrangements, ❹ consumer goods divided into two groups, Group A, with liberal quotas, and Group B, primarily "general merchandise," under limited quotas, and ❺ a "restricted list" consisting of specifically defined commodities (mostly "non-essential" consumer goods, some foodstuffs, and certain industrial equipment and raw materials which are produced locally in volume) for which licenses are issued on a very limited basis.

South West Africa and the High Commission Territories (Basutoland, Bechuanaland, Swaziland)

Subject to the regulations of the Republic of South Africa.

Sudan

An extensive list of commodities may be imported under open general license from any source. However, imports must be registered with the Ministry of Commerce, Industry and Supply by the importer to obtain foreign exchange and customs clearance.

Goods not covered by the open general license require individual import licenses which are valid for 3 months, subject to extension. Imports of goods originating in full or in part from Israel or the Union of South Africa are prohibited.

Importation of animals, plants, and seeds is subject to quarantine regulations.

Spanish Sahara, Rio Muni, Fernando Poo

All imports require either an import license or an "import declaration" issued by the General Department of Foreign Trade. "Import declarations" are issued freely for goods included in an extensive import free list, covering several hundred items, that applies to most countries (including the U.S.) with which Spain has no bilateral payments agreements. All other imports are subject to license. There are global quotas for specified imports from countries to which the free list applies.

There is no difficulty in obtaining the necessary exchange.

Tanganyika

Tanganyika permits the importation of almost all goods from the U.S. under open general license. Some items may be imported under the authority of a specific license. The importation of only a very few items is prohibited. Release of foreign exchange is automatic upon the granting of a license. The local currency is the East African shilling, which equals about 14 U.S. cents.

Import licensing is divided into 4 categories: ① The importation of certain goods, regardless of origin, requires a specific license. ② Some goods from countries *other* than the sterling area are subject to specific license. ③ All imports from Albania, Bulgaria, Czechoslovakia, East Germany, Hungary, Iran, Iraq, Japan, North Korea, North Vietnam, Poland, Rumania, The People's Republic of China, the U.S.S.R., and the French Somalia coast, require specific license. ④ All goods other than those covered above may be brought in under open general license.

All imports from Kenya and Uganda

are authorized under open general license which, however, is subject to such conditions as the Controller may impose.

Specific licenses are issued by the Imports Controller, Ministry of Commerce and Industry, P.O. Box 234, Dar es Salaam.

Tunisia

Under Tunisian import control regulations, import licenses are required for all U.S. goods. These are obtainable from the "Sous-Direction des Finances Exterieures et du Commerce," Tunis. A validated import license assures release of the necessary foreign exchange by the Central Bank of Tunisia, which controls all Tunisian foreign exchange holdings.

Once granted, the import license has to be registered ("domiciled") with one of the local banks officially accepted as authorized intermediaries. For capital goods or certain raw materials considered essential to the Tunisian economy, there are no quantitative limitations and the issuance of an import license is a formality. Quota items are subject to a "global quota" dictated by the current economic needs of the country. Import licenses for these items may be obtained within 3 weeks after announcement of these quotas in the official government publication.

American firms proposing goods for sale to Tunisian importers should submit pro-forma invoices in order to facilitate the application for an import license. American exporters should likewise ascertain, prior to shipment of goods, that the Tunisian importer does in fact have a validated import license.

Uganda

Uganda's regulations specifically list products for which an import license is required; products not included in these lists may be imported freely. The importation of very few commodities from the U.S. requires an import license. The granting of a license automatically assures the release of foreign exchange.

There are 4 categories used for licensing purposes: ❶ The importation of some goods from anywhere in the world including the sterling area requires a license. ❷ A longer list identifies products for the importation of which a license is required if these goods originate in O.E.C.D. countries (excluding scheduled territories) or in their dependencies, or if the items originate in countries described as "other countries" (including the U.S.). ❸ A specific license is required to import all goods originating from Albania, Bulgaria, Czechoslovakia, Iran, Iraq, Japan, North Korea, North Vietnam, Poland, Rumania, The People's Republic of China, the U.S.S.R., the Argentine, the French Somalia coast, or Tangier. ❹ All goods *not* covered above may be imported without license.

Specific licenses may be obtained from the Department of Trade and Supplies, P.O. Box 133, Kampala.

Gabon's 7-year plan to stress already dominant lumbering; private investors welcome

Reserves projects worth $60 million for private enterprise; will build paper plant and dam; attacks labor shortage

The outlines of a new development plan for the Republic of Gabon were made public recently by representatives of Societe Francaise d'Etude et de Developpement (SOFRED), a private French planning concern working under contract with the Gabonese Government.

Designed for implementation over the 7-year period from 1963 through 1969, and calling for a total expenditure of $67 million, the plan concentrates on increasing the output of the country's basic industry, lumbering. Other objectives include establishment of a number of small industries, improved agricultural output, and to attack the untrained labor problem.

Although the complete plan has not yet been issued, it is known that SOFRED's preliminary draft does not include some significant development projects currently being considered by the Government.

Chance at $60 million project

The seaport and the first section of the railroad route for the Mekambo iron deposits, for example, are not discussed in the report; the Government of Gabon has expressed the hope that these 2 projects, involving an investment of $60 million, will be undertaken by private investors with the help of various governmental and international organizations.

Expansion of Libreville's water system, already inadequate for the capital's growing population, is another project now under consideration which is not mentioned in the report; this will cost an estimated $2.5 million.

These and other projects will doubtless be undertaken, and will be either added to SOFRED's final program or incorporated in place of some other projects.

Paper plant and dam proposed

Construction of a paper plant and a dam at Kinguele Falls on the Mbei River are 2 closely related projects called for in SOFRED's draft development plan.

Libreville's power needs are presently being met through the use of diesel generators, but additional power will be needed for industrialization of the area; Kinguele Falls offers an excellent site for a hydroelectric dam, and the European Development Fund will conduct a feasibility study of the site this year for construction of a 20,000 kilowatt dam.

The proposed paper plant would be located near the dam, and would utilize Gabon's most abundant resource, okoume wood. Recent studies have shown that okoume can be used in combination with other woods in making of high quality kraft paper.

According to the SOFRED plan, the paper plant would be brought into operation either in 1968 or in 1973, and would produce 100,000 tons of paper yearly from 300,000 tons of rough wood.

Lumber industry projects

The plan recommends 3 extensive programs to expand Gabon's lumber industry, the basis of the country's economy.

The first aims at increasing production of woods other than okoume through establishing an organized market for them. Under the plan, log output over a seven-year period would be increased from 150,000 cubic meters to 450,000 cubic meters annually.

The second program is intended to bring more Gabonese into the logging

industry by setting up an organization to give new African loggers assistance in planning, administration, financing, and training. The goal is to establish 65 Gabonese logging concerns in the first production zone (the area of easy access along the coast and near the rivers) by 1971; thirty of these would be equipped to handle large permits of 5,000 hectares or more.

The third program aims to facilitate increased operations in the second forestry zone by large foreign-owned logging firms.

The plan proposes construction of 500 miles of roads into the more remote regions, half of them to be built by the Government; about 1.5 million hectares of good forestry land would become available through this program.

Small industries planned

The SOFRED plan recommends the establishment of about 20 small local industries which would manufacture products both for the local market and for export.

The industrial program would promote foreign investment in Gabon on the one hand, and foster the establishment of Gabonese enterprises on the other.

To encourage foreign investment, a government organization would be set up to publicize Gabon's possibilities, to assist businessmen in market surveys and other studies, and to aid in financing; the Government already has provided incentives to foreign investors through enactment of a liberal investment code.

For Gabonese entrepreneurs, the Government would aid in making preliminary studies and in giving technical and financial assistance.

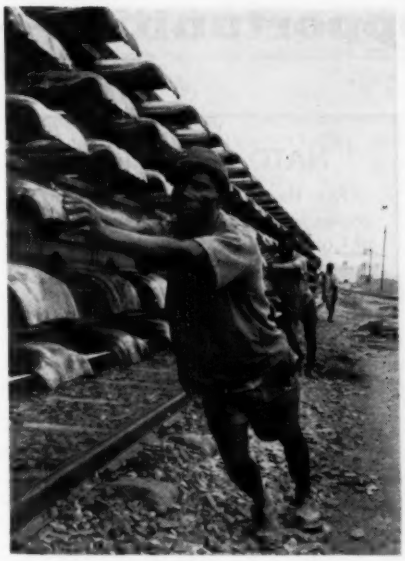
Other provisions

The shortage of trained labor is a major problem in the industrialization of Gabon. The SOFRED plan recommends a comprehensive training program to train from 2,200 to 3,400 skilled Gabonese workers by 1969.

Another part of the draft plan is aimed at greater integration of Gabon's traditional and modern economies. Under this program, 9,000 small farms would be created to supply food to urbanized areas; almost 40,000 Gabonese would be introduced to more productive agricultural techniques and brought into the market economy in this way.

Financing and impact of the plan

The cost of the $67 million plan would be paid in the following manner: $2 million through direct budgetary charges; $5 million from private capital sources; $15 million from medium-term loans obtained by the Government; and $44 million by long-term Government loans.



GROWING GABON: This workman is helping lay Gabon's new railway through the Congo Republic (Brazzaville) to the Atlantic. (World Bank Photo)

The SOFRED development plan would increase production in all sectors of the economy; if successfully implemented, by 1969 there would be an increase of from 4,150 to 9,500 jobs available in industry and forestry.

Agricultural production should perk up through the establishment of the 9,000 new Gabonese farms, and it is estimated that annual revenue should amount to about $400 per farmer.

Maximum output under the plan would be realized between 1970 and 1974; lumber and other agricultural production would be increased by from $11 million to $19 million, and the total increase in output envisaged would be almost 50% of the current national production.

Musical instrument sales up 33%; Canada buys most

Heavy shipments of pianos and organs to Canada contributed largely to a 33% rise in musical instrument exports from the U.S. in the first quarter of 1962, the Business & Defense Services Administration reports. Total first quarter sales amounted to $2.9 million, compared to $2.1 million last year.

Canadian sales this year exceeded $1.6 million, against about $900,000 in first quarter 1961.

West German exports also were up, but trade with our other 3 major musical instrument markets, United Kingdom, Australia and Mexico, was down.

Detailed statistics by country and commodity may be obtained from the Consumer Durables Division, Business and Defense Services Administration, U.S. Department of Commerce, Washington 25, D.C.

International student group trades record 3,500 trainees

AIESEC, an entirely student-run organization dedicated to furthering international business operations through "working traineeships" abroad for business and economics students throughout the world, has just completed its exchange of a record 3,500 traineeships for 1962.

AIESEC (Association Internationale des Etudiants en Sciences Economiques et Commerciales) members obtain training positions with business firms in their own country, then exchange them with students from the 37 other participating countries at an international congress.

In 1949, the first year of the exchange operation, 89 students went abroad. This summer 350 students from the U.S. alone will undergo overseas training and gain practical knowledge of foreign business operations.

AIESEC committees function in 45 U.S. colleges and universities, promoting traineeships which their members can exchange for similar jobs overseas.

Malaya plans 2 projects costing $55 million

Two major public works programs are receiving serious attention from Malayan Government authorities.

The first concerns the plans of the Panang Port Commission to construct 6 new deep water wharves at Butterworth to accommodate trade from the island of Penang to the Malayan mainland. The project will cost around $15 million.

The second program is the Muda River Project, which is still in an early planning stage. It will irrigate a total of 252,000 acres of rice land to enable double-cropping, and thereby help raise rice production to meet consumption requirements. This project is estimated to cost $40 million.

India asks for bids on copper mine project

Shaft sinking, development, production and service included in deal

United States bidders are invited to submit sealed tenders on a "package" basis by the National Mineral Development Corporation, Ltd. (a Government of India undertaking) for the work of production and service shafts, shaft sinking, mine development, and appurtenant works at the Khetri Copper Project in Ryasthan State, India.

The Khetri Copper Project consists of a mine or mines to extract the ore from the deposit together with concentrating, smelting, and refining facilities to convert the ores to usable metallic copper. The plant will have an annual capacity of 21,000 metric tons of electrolytic copper, based on an underground mine.

The site of the work is near Khetri, in the State of Ryasthan, India, approximately 240 kilometers southwest of New Delhi, and is accessible by a surfaced highway. The nearest rail siding is at Nizampur, 30 kilometers by highway to the east.

Deadline for receipt of bids is September 15, 1962. United States firms wishing to purchase a copy of the tender documents should address their requests to the Officer on Special Duty (I) National Mineral Development Corporation, Ltd., 1/6 B Pusa Road, New Delhi 5, India. Price per complete set is 250 rupees (approximately $52.50).

A complete set of tender documents, incorporating instruction to tenderers, general and special conditions of contract, specifications of works and drawings, is available for reference in the Copper Division, BDSA, Department of Commerce, Washington, D.C. These documents may also be seen at the India Supply Mission, 2536 Massachusetts Ave., NW., Washington, D.C.

NATO publications

For the benefit of U.S. firms, copies in English, of General Terms of Common Infrastructure Works, by the Greek General Air Staff, and General Conditions for Common Infrastructure Works, by the Greek Navy General Staff, are available on loan to U.S. firms from the Trade Opportunities Staff, BDSA 111, Department of Commerce, Washington 25, D.C.

These two General Staffs are the principal authorities for NATO projects in Greece.

India invites tenders for traction equipment

India is inviting tenders for the following railway equipment: Supply and erection of 25 kv. a.c. 50 c. single ph. traction overhead equipment on about 375 km. of track on the Mughalsarai-Subedarganj Section of the Eastern and Northern Railways—earnest deposit of about $4,300 required; bid deadline Sept. 15.

Supply and erection of switching station and booster transformer stations for 25 kv. a.c. electrification on the Section Andal-Burdwan, Saktigarh-Dankuni-Dum Dum, Dankuni-Belur (H.B. Chord), Burdwan-Howrah on the Eastern Railway—bid deadline Sept. 20.

Tender documents, including terms of conditions and specifications, may be purchased for about $21 (100 rupees) a copy from Office of the General Manager & Chief Engineer, Railway Electrification, 235 Acharya Jagadish Bose Rd., Calcutta 20—airmail postage about $10.

Manila Harbor project bid is postponed

The Embassy of the Philippines announced that the invitation to bid for tubular foundation piles for Manila Harbor Development has been postponed until further notice.

For more particulars, communicate with Jose S. Arvisu, Embassy of the Philippines, 1617 Massachusetts Ave., NW., Washington 6, D.C. (INTERNATIONAL COMMERCE, July 2, p. 18.)

Five Greek tenders open to U.S. bidders

Five new Greek tenders are open to U.S. bidders.

Particulars are as follows:

Incandescent filament lamps, estimated cost $40,000; bids invited until August 21 by Public Power Corp., 30 Chalkokondyli Street, Athens.

Power transformers (150/23 kv), estimated cost $600,000; bids invited until August 25 by PPC, Athens—Piraeus Division, 4 Korai Street, Athens.

Local battery switchboards, 110, estimated cost $60,000; bids invited until August 4 by Greek Telecommunications Organization, 4 Sophocleous Street, Athens.

Crawler type tractors, 2, estimated cost $13,300; bids invited by Ministry of Agriculture, Directorate General of Forestry, 12 Philellinon Street, Athens.

Hydraulic jacks, 20, estimated cost not stated; bids invited by Ministry of Agriculture, Land Reclamation Service, 60 Kolokotroni Street, Athens.

Copies of bid documents including specifications are available on loan from the Trade Opportunities Staff, BDSA 111, Department of Commerce, Washington 25, D.C.

Ivory Coast asks tenders on telecommunications

The Government of the Ivory Coast is inviting tenders for two telecommunications projects. One project calls for the supply and delivery of an outside plant consisting of poles, pole line hardware, and copperclad wire with 40% conductivity; the other, for the supply and installation of cable connections between Abidjan and Bouake. These projects will be financed by AID with convertible German marks, and will be opened to worldwide bidding.

Deadline dates for tenders are August 31 and September 11 respectively; bids should be sent to the Post and Telecommunications Office, Abidjan.

Specifications on the projects, in French, are available on loan from the Communications Industries Division, Room 4019, BDSA, Department of Commerce, Washington 25, D.C.

NATO project in Italy open to U.S. bidders

A radar assemblies project in Italy, estimated to cost over $1.5 million, is open to U.S. bidders under NATO international competitive bidding.

The project calls for procurement of G.C.A. radar assemblies for NATO maritime airbases, the major items being Precision Approach Radar (PAR); an Air Surveillance Radar (ASR) with MTI and IFF/SIF; a group of displays including 2 PAR and 3 ASR displays; interphone and ground/air VHF/UHF communications; air conditioning systems, standby diesel generators, and related equipment.

Interested U.S. firms eligible to bid on NATO work should submit their applications on a prescribed form before Sept. 4 to Ministero Difesa Aeronautics, Ispettorato Telecommunicazioni ed A.V., Ufficio NATO-UED, Viale Castro Pretorio, Rome, referring to project no. 9972.

The prescribed forms are available from the Trade Opportunities Staff, BDSA 111, Department of Commerce, Washington 25, D.C.

Firms not already certified to participate in NATO work should send a résumé of their qualifications to the Trade Opportunities Staff.

Uganda seeks VHF radio equipment supply bids

The Uganda Electricity Board is inviting bids for the supply of VHF radio communications equipment.

Applications for tender documents should be submitted to the Engineers, Messrs. Kennedy and Donkin, P.O. Box 2825, Kampala, Uganda, East Africa, and must be accompanied by a deposit of $8.40 (E.A. shs. 60). The deposit, less the cost of postage, will be refunded on receipt of a bona fide tender.

Bids must reach the Chairman of the Uganda Electricity Board, P.O. Box 559, Kampala, Uganda, by September 7.

Hydroelectric turbine bids invited by Colombia

Private bids are invited for the supply of three double Pelton turbines, three regulators, six spherical valves, accessories and spare parts. Each turbine will drive a 50,000 kw. generator with a head of 950 meters and speed of 514 r.p.m. The specifications and bid data are available from Empresa de Energia Electrica de Bogotá, Apartado Aereo 4453, Bogotá, Colombia. Closing date for bids is September 3.

Miscellaneous machinery wanted for Philippines

The Philippines is inviting bids until 10 a.m. Aug. 28 for a supply of air-conditioning machinery, equipment, and accessories, 400-ton capacity; elevators, 3,500 lb. capacity; chlorinating unit; and runway vacuum sweepers.

Bids should be sent sealed, on forms to be furnished by the D.P.W.C. Foreign Loan Unit, Embassy of the Philippines, 1617 Mass. Ave., NW., Washington, D.C., to the Embassy's Committee on Prequalification, Bidding & Award.

Eximbank of Washington is extending credit for purchase of the items through its credit line for Improvement and Development of the Manila International Airport.

Interested parties must be prequalified before they can be issued invitations to bid.

Application for prequalification must be submitted by Aug. 17.

Transformers, equipment needed in Australia

A requirement exists for supply and installation of two (2) 80 MVA, 330/34 KV transformers and two (2) 34 MVA, 33/11.1/3.35 KV transformers as auxiliary equipment at Mumorah Power Station and adjacent coal fields. Tenders may be submitted for either or both items. Tenders should be addressed to Manager and Secretary, Electricity Commission of New South Wales, Box 5257, G.P.O. Sidney, N.S.W., Australia. Tenders are due October 2. A copy of the specifications number 1288 is available for loan by the Power Electrical Equipment Division, BDSA, Department of Commerce, Washington 25, D.C.

The bid deadline under tender 4830/62 for the supply of 150 cubic meters annually of crude oil, technical assistance and financing of a warehouse for asphalt, has been extended from July 12 to 4 p.m. August 14 by the Administracion Nacional de Combustibles, Alcohol y Portland, Casilla de Correo 1090, Montevideo. (FCW, May 28, p. 963.)

New Trade Lists

Trade Lists help you find customers, agents, distributors, licensees, and sources of supply abroad. Each list gives names and addresses of firms handling a specific commodity in one country. It also contains a summary of basic trade and industry data and other useful market information. Lists of importers and dealers indicate relative size of each firm, method of operation, products handled, territory covered, and size of sales force. Lists of exporters and manufacturers show relative size or production capacity of each firm and the products handled.

Most of these lists are prefaced by a brief review of basic trade and industry data collected in making the compilations. All are dated June unless otherwise indicated.

The Commercial Intelligence Division has published the following new trade lists of which mimeographed copies may be obtained by firms domiciled in the United States from this Division and from Department of Commerce Field Offices. The price is $1 a list for each country.

Air Conditioning and Refrigeration Equipment Importers, Dealers, and Manufacturers—Italy.
Automotive Vehicle and Equipment Importers and Dealers—Pakistan.
Book, Magazine, and Periodical Importers and Dealers—Chile, July.
Chemical Importers and Dealers—Guatemala.
Clothing Manufacturers—Guatemala, July.
Confectionery Importers, Dealers, and Manufacturers—Belgium.
Contractors—Uruguay.
Furniture Manufacturers—Italy.
Hide, Skin, and Fur Importers, Dealers, and Exporters—Republic of South Africa.
Lumber, Plywood, and Veneer Importers, Dealers, and Exporters—Chile.
Lumber, Plywood, and Veneer Importers, Dealers, and Exporters—Trinidad, Tobago; July.
Machinery, Equipment and Supplies, Electrical Importers and Distributors—United Kingdom.
Medicinal and Toilet Preparation Importers, Dealers, and Manufacturers—Egypt.
Motor Bus Lines and Transport Companies—Republic of South Africa.
Musical Instrument Importers and Dealers—France.

The firms and individuals in the following lists are interested in trade relations with U.S. businessmen. The commodities in which they have expressed interest are indicated by the numbers preceding the commodity classifications. These numbers refer to the Standard Industrial Classification (SIC) Manual, which is available for $2.50 a copy from the Superintendent of Documents, U.S. Government Printing Office, Washington 25, D.C.

Every effort is made to include only firms or individuals with a good reputation; the Department of Commerce, however, cannot be responsible for any resultant trade relations.

(★) indicates additional information on the export, import or international representation opportunities may be borrowed by U.S. firms in this country from the Trade Opportunities Staff, BDSA, U.S. Department of Commerce, Washington 25, D.C.; telephone WO 7-4675.

(★★) indicates opportunities obtained by U.S. trade missions to other countries. A (*) following these indicates that additional information may be acquired by writing International Activities Staff, Attention E. Craig Wilton, Business & Defense Services Administration, U.S. Department of Commerce, Washington 25, D.C. NCIA following indicates no commercial information available.

(☆) indicates tenders invited by foreign borrowers under Agency for International Development (AID) loans.

(●) indicates that the trade opportunity represents a request for bids by a foreign government agency.

WTD indicates that a World Trade Directory report is available on the foreign firm for which the trade opportunity is listed. These reports, indicating type of organization, sales territory, size of business, sales volume, trade and financial reputation, and other factors, are available for $1 each from the Commercial Intelligence Division, BIBO, U.S. Department of Commerce, Washington 25, D.C. The date following the letters WTD refers to the date of issuance of the report.

011 Field Crop Farm Products

Congo (Brazzaville)

★★ Seeds. Federation Nationale des Syndicats de Cooperatives, 186 rue des Gabonnais BP 2406, Brazzaville, Congo.

013 Livestock Farm Products

Cameroon

★★ Baby chicks. Ricart, BP I22, Yaoundé, Cameroon.

149 Miscellaneous Nonmetallic Minerals

Ceylon

● Gypsum rock, 5,000 long tons, bid deadline Sept. 14. Ceylon Cement Corporation, 35A, Colombo 7, Ceylon. ★

203 Canning, Preserving Fruits, Vegetables, Sea Foods

Congo (Brazzaville)

★★ Foodstuffs. Centre Cooperatif, BP 2046, Brazzaville, Congo.

204 Grain Mill Products

Cameroon

★★ Poultry, rabbit concentrates. Ricart, BP I22, Yaoundé, Cameroon.

★★ Flour, rice. Tobias Fotoh Fonjungo & Sons, TIKO, Western Cameroon, BP 9.

★★ Animal, poultry feeds, concentrates. Gasca Pedro, Ferme de Mudg Betsi, BP 930, Yaoundé, Cameroon.

209 Miscellaneous Food Preparations, Related Products

Israel

★★ Pumpkin seeds packed in burlap bags. A. Carasso & I. Shlomo & Sons, 22 Zevulun St., Tel Aviv.

★★ Chemicals for use in food industry. A. Carasso & I. Shlomo & Sons, 22 Zevulun St., Tel Aviv.

229 Miscellaneous Textile Goods

Congo (Brazzaville)

★★ Commercial fishing nets. President Centre Cooperatif, BP 2406, Brazzaville.

241 Logging Camps, Contractors

Korea

● 300,000 board ft. hardwood logs "Rowan" specified but probably referring to "Lauan" from Philippines), 2-3 ft. top diam. x 12 ft. and longer; tender KFX-2074-F (PR 62-31), bid deadline 10 a.m. Aug. 7. Office of Supply, Government of Republic of Korea, Seoul. Terms, specifications available from Chung Soo Park, Procurement Officer, Korean Embassy, 2322 Mass. Ave. NW., Washington 8, D.C. ★

249 Miscellaneous Wood Products

Australia

Woodenware: Salad sets, serving aids; decorator wall ornaments; wood paintings, plaques; clocks. Direct purchase and agency. National Agencies (Aust.) (importing distributor, manufacturer's agent, manufacturer), 57-59 James St., Valley, Brisbane, Queensland. WTD 6/27/62.

251 Household Furniture

Aden

Furniture, bedroom suites with wardrobes, dinette sets, overstuffed living room suites; able to withstand extremes of heat and humidity alternating with periods of low humidity. Messrs. M. Bentob Messa (Aden), Ltd. (importing distributor, manufacturer's agent), 60 King Solomon St., Crater, or P.O. Box 310, Aden. WTD 6/28/62.

252 Office Furniture

Sweden

Novelties in office furniture. Direct purchase and agency. Frans Svanstrom & Co., Pappershandels AB (importing distributor, manufacturer's agent), 11 Herkulesgatan, Stockholm C. WTD 6/21/62.

259 Miscellaneous Furniture, Fixtures

England

Curtain rods, fittings, samples requested. Direct purchase and agency. M. & J. Bancroft & Sons, Ltd. (importing distributor, general wholesaler), 73 Cleveland St., London, W.1. WTD 6/20/62.

262 Paper Mill Except Building Paper Mill Products

Iraq

● Printing paper; tender MISC/12, bid deadline Aug. 22. Directorate of Contracts and Purchases, Ministry of Defense, Baghdad. ★

New Zealand

● Machine-coated white lithographic art paper, 100 reams, 23 x 36 in. - 70 lb./500, grain short; tender P & S 4241, bid deadline Aug. 3. Government Printing Office, Waterloo Quay, Wellington, New Zealand. Specifications available from New Zealand Senior Trade Commissioner, 1145 19th St., NW., Washington 6, D.C.

Pakistan

● Ticket board, 35 tons, 27½ x 38 in., 360 lb./500, white, green, pink, yellow, and slate, bid deadline Aug. 9. Chief Controller of Stores, Pakistan Eastern Railway, Pahartali, Chittagong. ★

281 Industrial Inorganic, Organic Chemicals

Cameroon

★★ Paints. S. Kilo & Bros. P.O. Box 27, Bamenda, West Cameroon.

Iran

● Ammonium nitrate, 34.5% N. min., 200 metric tons; bid deadline Aug. 15. Armament Dept. of Imperial Iranian Army, Teheran.

Israel

★★ Agricultural, industrial chemicals. Chemicals & Technical Supplies (Green), Ltd., 17 Mikveh Israel St., Tel Aviv.

★★ Chemicals for use in dyes; finishing of textiles, leather. Fiorma, 17 Hamasbir St., Tel Aviv. NCIA.

Sudan

● Urea, granular, 46% N, 1,500 tons in 50 kilo paper-lined jute bags; bid deadline Aug. 15. Commercial Manager, Department of Agriculture, P.O. Box 285, Khartoum.

282 Plastics Materials, Synthetic Resins, Rubber, Other Manmade Fibers

Ecuador

Vinyl sheets for book covers; variety of colors, particularly white; price quotations per thousand c.i.f. Guayaquil; plastic materials, liquid or powder form. Father Donoso Antony, Editorial Santo Domingo (printing shop, bookseller), P.O. Box 246, Quito.

Norway

Injection plastics molding powders. Direct purchase and agency. E. Syrdalen (importing distributor, manufacturer's agent), 4 Trondheimsveien, Oslo. WTD 5/29/62.

Sweden

Electric insulating material, plastic specialities for electronic, other components for electrical industry. Direct purchase and agency. AB Galco (importing distributor, manufacturer's agent), 12A Gavlegatan, Stockholm Va. WTD 6/21/62.

283 Drugs

Cyprus

Antibiotics, particularly tetracycline. Direct purchase and agency. Varnavas & Panaghides, (importing distributor, manufacturer's agent, commission merchant), 75 Aeschylou, Nicosia. WTD 3/8/61.

Netherlands Antilles

Ethical pharmaceutical products. Botica Aruba N.V. (drugstore, wholesale drug distributor), 19 Steenweg, Oranjestad, Aruba, N.A. WTD 6/7/62.

284 Soap, Detergents, Cleaning Preparations, Perfumes, Cosmetics, Other Toilet Preparations

Cameroon

★★ Toiletries. Transcanl, Import Export Co., BP 1194, Yaoundé, Cameroon.

★★ Toiletries. Centre Cooperatif, BP 620, Brazzaville, Congo.

Israel

★★ Room deodorants, disinfectants, and aerosol cosmetics. Helene Curtis (Israel) Ltd., 2 Brenner Str., Tel Aviv. NCIA

Sudan

● Brown soft soap, 30 metric tons; contract 2627, bid deadline Aug. 14. Office of Controller of Stores, Stores Department, Sudan Railways, Atbara. ★

285 Paints, Varnishes, Lacquers, Enamels, Related Products

Cameroon

★★ Paints, varnishes, waterproofings. Private Mail Bag, Victoria, Cameroon.

287 Agricultural Chemicals

Iran

● Fertilizers: Ammonium sulfate-nitrate (26% N), 3,527 metric tons; triple superphosphate, 935 tons; potassium sulfate, 876 tons; tender 2651, bid deadline Aug. 11. Tea Organization, Ministry of Finance, Palace of Ministry of Commerce, Government of Iran, Tehran. ★

Israel

★★ Insecticides for use in aerosol cans. Helene Curtis (Israel), Ltd., 2 Brenner Str., Tel Aviv. NCIA.

289 Miscellaneous Chemical Products

Iran

● Antifreeze, permanent type, 12,000 gal.; bids open Aug. 26. Ordnance Department IIA, Imperial Iranian Army, Teheran. Copies of specifications obtainable from Embassy of Iran, Office of Military Attaché, 3005 Mass. Ave., NW., Washington, D.C. ★

Israel

★★ Special inks for printing on heat-sealing-grade cellophane, water-soluble glues. Tavlit, Ltd., 26 Piness Str., Tel Aviv. NCIA.

306 Fabricated Rubber Products

France

Pipes, other rubber goods, particularly pipes for petroleum industry. Direct purchase and agency. Ets. Veber (manufacturer), 17 rue Louis Rouqier, Levallois-Perret (Seine). WTD 4/17/62.

307 Miscellaneous Plastics Products

Australia

PVC, other plastic sheeting for use by furniture, travel goods, automotive industries. Franks Trading Co. Pty., Ltd. (importing distributor), 187-91 Parramatta Rd., Camperdown, Sydney. WTD 6/28/62.

France

All kinds of novelty plastic gadgets for sale in department, hardware stores; requests replies in French, Spanish, or Italian. Direct purchase and agency. Dernieres Nouveautes de Paris (designer, manufacturer), 10 rue Auger, Paris 20e.

Iraq

● Water jars, 10,000, transparent, solid plastic with cover, wide mouth, capacity (1.250) l., conical shape; water tumblers, 10,000, transparent, solid plastic, capacity 300 cc., conical shape; bid deadline Aug. 12. Secretary of Committee, Ministry of Finance, Baghdad. ★

321 Flat Glass

India

☆ Corrugated wired glass and plate glass for Durgapur Thermal Power Station (extension scheme) of Durgapur Projects, Ltd. Loan 130; U.S. source. Specification DTPS-22. Bid deadline Aug. 16. Managing Director, Durgapur Projects, Ltd., New Secretariat Buildings, 1 Hastings St., Calcutta 1. ★

324 Cement, Hydraulic

Cameroon

★★ Cement. N 26 Helfmile, Victoria, Cameroon.

★★ Cement. 21 Ru Mall Bacongo, Brazzaville, Congo.

327 Concrete, Gypsum, Plaster Products

Gabon

★★ Building materials, Compagnie Centrale des Travauy Publics, B.P. 18, Libreville, Gabon.

331 Steel Mill Products

Ceylon

● Steel pipe, seamless, 30 100 ft., 10¾ in. O.D. .365 in. wall, random lengths up to 40 ft., API specifications Grade B; ends prepared for buttweld joints, externally protected, coated internally; bid deadline Sept. 19. Chairman, Tender Board, Ministry of Labor & Nationalized Services, Colombo. Specifications also available from Embassy of Ceylon, 2148 Wyoming Ave., NW., Washington 8, D.C. ★

Honduras

● Tubular steel pole structures for transmission line between San Pedro Sula and Puerto Cortes, public bid 180-9. Contract documents available from National Electric Company (ENEE), Tegucigalpa, for $10 a set. All offers must be received at Company's office not later than 4 p.m., Aug. 10. ★

Hong Kong

Cold reduced fully finished blackplate waste waste, 29G-33G, 18 x 24 in. and larger; electrolytic tinplate waste waste, temper 6, 107-12 lb. B/W, 18 x 24 in. and larger; electrolytic tinplate waste waste, 107 lb. and lighter, 18 x 24 in. and larger, temper 2-5:) electrolytic tinplate waste waste, 108 lb. and heavier, 18 x 24 in. and larger, temper 2-5; monthly requirements on first item, 200-500 tons; 25-50 tons on other items. China Engineers, Ltd., P.O. Box 148 or Alexandra House. WTD 10/6/60.

India

☆ Steel gages, various. Loan 217; U.S. source. IL#596032/61/AU-DW/CCI/HQ/RM. Ref. 65(14)/62-AID(1). Bid deadline Aug. 16. East Asiatic Co. (India) Pvt., Ltd., Wavell House, Graham Rd., Ballard Estate, Bombay. ★

Pakistan

☆ Standard quality prime MS billets, in length of 18 ft. or above, with heat mark die stamped thereon, accompanied by work test certificate. Loan 7, U.S. source. S/A No. RM 031370, credit amount $6,552. Bid deadline Aug. 17. Muhammdan Steel Re-rolling Mills, Badami Bagh, Lahore.

☆ Hot rolled electrical steel sheets, not pickled, with kaolin insulation one side guaranteed, pig iron foundry grade, MS plates and strips, hot rolled, size ⅛ x 6 in., die steel and stainless steel, warranted cast tool steel, annealed in random length, alloy steel annealed in random lengths, S/A No. RM 031401, credit amount $20,500; pig iron, foundry grade, S/A No. RM 031440, credit amount $7,686. Loan 7, U.S. source. Bid deadline Aug. 18. Anwar Industries, Ltd., G. T. Rd., Gujranwala, cable: BIBCOCK. ★

☆ MS billets, standard quality, prime, in lengths of 18 ft or above, with heat mark die stamped thereon, accompanied by work test certificate, sizes 2, 2½, and 3 in. sq. ends. Loan 7, U.S. source. S/A No. RM 031418, credit amount $24,003. Bid deadline Aug. 18. Fazil Bros., Badami Bagh, Lahore.

☆ Standard quality prime, mild steel billets, SAE 1020, in lengths of 18 ft. and above, with heat marks die stamped thereon, and accompanied by test certificate, size 2 x 2 in., S/A No. RM 031439, credit amount $81,060; rolled steel joists, mild steel plates, pig iron, mild steel sheets (CRCA), galvanized plain sheets, S/A No. RM 031089, credit amount $252,000. Loan 7, U.S. source. Bid deadline Aug 18. Malik Mohammed Din & Sons, 43-The Mall, Lahore, cable: MALIK Lahore & Karachi.*

☆ MS sheet, 28 gage, 3 x 8 ft. 20,000 rupees; MS sheets, 30 gage, 15,000 rupees; G.P. sheet 28 gage, 3 x 8 ft. 15,000 rupees; G.P. sheet, 30 gage, 3 x 3 ft., 8,000 rupees. Loan 7, U.S. source. S/A No. RM 031382, credit amount $12,180. Bid deadline Aug. 20. Baluchistan Trunk Manufacturers. Cooperative Society, Ltd., c/o Fazal Karim Trust Mfg., Mission Rd., Quetta.

Philippines

Steel wire for manufacture of wire rope 3/16-1 in., both galvanized, ungalvanized; prices to be quoted per ton c.i.f. Cebu; ultimate delivery schedule 150 tons quarterly. B. Benedicto & Sons Co., Inc. (importer, wholesaler, retailer), 141 Plaridel St., Cebu City.

Sudan

● Bearing plates, 75 lb. rails, 200,000; fishbolts, 75 lb. rails, 100,000; fishplates, 75 lb. rails, 50,000; elastic spikes, right and left hand 600,000 each; spikes screws, 75 lb., 120,000; spikes screws, 50 lb., 50,000; bearing plates, 50 lb. rail, 50,000; fishplates, 50 lb. rail, 100,000; fishbolts, nuts, washers, 50 lb. rail, 100,000; contract 2621, bid deadline Sept. 5. Office of Controller of Stores, Stores Dept., Sudan Railways, Atbara.★

332 Iron, Steel

Pakistan

☆Centrifugally cast-iron pipes, nominal diam. 3 in., thickness 0.32 in., outside diam. 3.96 in.; 4, 0.35, 4.80 in.; 6, 0.38, 6.90 in.; 8, 0.41, 9.05 in.; 10, 0.44, 11.10 in. Loan 6; worldwide. VA-2/ICA/65925/DLF/62. Bid deadline extended to Aug. 15. Director General of Supply & Development, Frere Road, Karachi. Specifications obtainable from Embassy of Pakistan. Attention: Miss Renwick, 2315 Mass. Ave., NW., Washington, D.C.

335 Rolling, Drawing, Extruding Nonferrous Metals

Cameroon

★★ Zinc. 26 Halfmile, Victoria, Cameroon.

Ceylon

● Aluminum corrugated sheets, 28,900, 10 different sizes; bid deadline Sept. 11. Chairman, Tender Board, Ministry of Finance, P.O. Box 500, Colombo. Specifications also available from Embassy of Ceylon, 2148 Wyoming Ave., NW., Washington 8, D.C.★

Iraq

● Electrical wire; hard drawn copper wire for electrical network at Basra Liwa, tender 139/62, bid deadline Aug. 22. Specifications may be obtained from Purchase and Tender Office, Iraqi Ports Administration, Basra, at $2.80 a copy.*

Israel

★★ Aluminum foil for use in laminating with cellophane. Travlit, Ltd., 26 Piness St., Tel Aviv. NCIA.

Pakistan

Copper rods, pipes, sheets, ingots; aluminum sheets, ingots; lead sheets, pipes, ingots; zinc sheets, ingots; tin ingots; brass brown pipes, sheets, ingots; gun metals, rods, ingots; white metal, solders. Direct purchase and agency. Hajisons (importing distributor), 14 Brandreth Rd., Lahore. WTD 6/22/62.

336 Nonferrous Foundry Products

France

All kinds of cast-aluminum novelty gadgets for sale in department, hardware stores; requests replies in French, Spanish, or Italian. Direct purchase and agency. Dernieres Nouveautes de Paris (designer, manufacturer), 10 rue Auger, Paris 20e.

342 Cutlery, Handtools, General Hardware

Australia

Handtool sets. Direct purchase and agency. National Agencies (Aust.) (importing distributor, manufacturer's agent, manufacturer), 57-59 James St., Valley, Brisbane, Queensland. WTD 6/27/62.

France

All kinds of novelty gadgets for sale in department, hardware stores; requests replies in French, Spanish, or Italian. Direct purchase and agency. Dernieres Nouveautes de Paris (designer, manufacturer), 10 rue Auger, Paris 20e.

Israel

★★ Small handtools. Direct purchase or agency; Tabor Engineering Equipment Co., 46 Hameginim St., Haifa. NCIA.

343 Heating Apparatus, Plumbing Fixtures

Israel

★★ Small furnaces with temperature controls. Nahum Botkovsky, 26 Yavneh St., Tel Aviv. NCIA.

Italy

China, earthenware plumbing fixture fittings, bathroom accessories. Societa F.I.R.I.S. di Abate & Leonardi (wholesaler, retailer, importer), Via di Sangiuliano 97, Catania, Sicily. WTD 6/19/62.

344 Fabricated Structural Metal Products

Congo (Brazzaville)

★★ Corrugated sheets. Cooperative Commerciale Congolaise, 21 rue Moll Baconga, Brazzaville, Cong

★★ Prefabricated houses, component. United Cameroon Co., Ltd., Private Mail Bag, Victoria, Cameroon.

345 Screw Machine Products; Bolts, Nuts, Screws, Rivets, Washers

Israel

★★ Bolts, machine screws of aluminum, other nonferrous metals. Haboreg, Ltd., Reyakh Hasadot St., Nacha lat Izhak.

346 Metal Stampings

France

All kinds of stamped metal novelty gadgets for sale in department, hardware stores; requests replies in French, Spanish, or Italian. Direct purchase and agency. Dernieres Nouveautes de Paris (designer, manufacturer), 10 rue Auger, Paris 20e.

348 Miscellaneous Fabricated Wire Products

Pakistan

● Reinforced concrete slabs (RCC) for railroad bridges, 200, bid deadline Aug. 8. Tender documents available from Pakistan Western Railway, Empress Road, Lahore, for 43 rupees in Pakistan currency (about US $10), nonrefundable.*

349 Miscellaneous Fabricated Metal Products

Congo

★★ 2,000-3,000 used steel drums 200 liters capacity. Société Nationale Congolaise de Development, Rural B.P. 115, Pointe-Noire, Congo.

India

Boiler mountings, fittings. Textile Machinery Corp. Ltd. (manufacturer), P.O. Belgharia, 24 Parganas, West Bengal. WTD 8/28/61. Specifications.★

☆ Butterfly valves for 2 penstocks for Umiam Hydel Project, Assam. Loan 141; U.S. source. Ref. BP.XI/62/FE/18/5222. T7292. Bid deadline extended to Aug. 10. Office of Chief Engineer (Civil), Assam State Electricity Board, Shillong, Assam, where quotations should be sent. Airmail, c.i.f. Indian Port. INTERNATIONAL COMMERCE, June 18, p. 25, bid deadline July 16.★

Mozambique

Metal strips for cotton bales. Companhia Agricola e Commercial Lopes & Irmaos SARL (general merchant, importer, exporter, distributor, retailer), P.O. Box 158, Quelimane. WTD 6/25/54.

351 Engines, Turbines

Congo (Brazzaville)

★★ Outboard motors. President Centre Cooperatif, BP 2406, Brazzaville, Congo.

Israel

☆ Vertical electric motor, hollow shaft, squirrel cage, for direct drive of turbine well, booster pumps. Loan 28; U.S. source. Subauthorization T3407. Bid deadline Aug. 6. Government of Israel Supply Mission, 850 Third Ave., New York 22. Attention: N. Nisen. Tenders should refer to S/A number, be prepared on basis of f.a.s. U.S. port of exit, delivery desired by Oct., prices should be itemized and show both trade and cash discounts. Suppliers may devise own forms, in duplicate, for submitting tenders to buyers.★

352 Farm Machinery, Equipment

Congo (Brazzaville)

★★ Agricultural equipment. Federation Nationale des Syndicate de Cooperatives, 186 rue des Gabonais, BP 2406, Brazzaville.

★★ Agricultural machinery. Cooperatives de Producteurs Agricoles, 80 rue Massouko, Poto Poto, Congo.

★★ Hulling machines. Bamenda Cooperative Marketing Assn., Ltd., BP 41, Bamenda, West Cameroon.

★★ Small tractors, plows. Direction de la cooperation et mutualite, BP 440, Yaoundé, Cameroon.

★★ Agricultural equipment, plows, harrows, discs. Trans Routier, BP 92, Brazzaville.

Mozambique

Machinery for rice cultivation. Sociedade Industrial do Baixo Licungo, SARL (rice concessionaire, miller), Nante, Maganja da Costa.

353 Construction, Mining, Materials Handling Machinery, Equipment

Congo (Brazzaville)

★★ Materials handling equipment. Trans Routier, BP 92, Brazzaville, Congo.

India

★ Project 2017-N(A), dragline, walking draglines, 3, D/ENQ/496, bid deadline Sept. 25. Project 2017-N(B), dumpers, No. 1 low bed trailer with prime mover, rear dumpers, 24 or 30 cu. yd., 17; bottom discharge type coal haulers, 50/60 ton capacity, 20; rear dumpers; 40 cu. yd., 22. D/ENQ/497, Sept. 13.

Project 2017-N(C) dozer, 3, crawler-type dozer with hydraulic ripper, dozer crawler-type, 16. D/ENQ/498, Aug. 22. Project 2017-N(D) crane, 4, truck mounted mobile crane, 40 ton capacity, D/ENQ/499. Sept. 11.

Project 2017-N(E)/M. grader, 4, motor

graders, tire mounted dozers, 3; 100 hp., D/ENQ/500, Aug. 21., project 2017-N (F) shovels, No. 1 stripper shovel 4/5/yd. capacity; electric shovel 6 yd. capacity, 4; tractor shovels, wheel type, 6; electric shovel, 8 yd. capacity, 4; diesel shovel, 4/5 cu. yd. capacity; electric shovel, 4/5 cu. yd. capacity, 2, D/ENQ/501, Sept. 28.

Project 2017-N(G) drills; rotary blast hole drills, 7-7/8 in. dia.; tractor mounted blast hole drills, 4½ in. dia., 5, D/ENQ/502, Aug. 28. Project 2017-N(H) miner, 30, continuous miner, 2; gathering arm loaders, 4-ton capacity, shuttle cars, 7-ton capacity; D/ENQ/503; Sept. 27.

Pending loan, U.S. source. Bids invited by Director General of Supplies & Disposals, N.I. Bldg., Parliament St., New Delhi. Tender documents available from India Supply Mission, Wash. 8, D.C., at $2.10 each set.

Israel

★★ Ready-mix trucks, road-widening finisher, pneumatic vibrator, other construction equipment. Cable, Ltd., 20 Haneemanim St., Haifa.

★★ Rebuilt tractors complete with dozers, scrapers, 15. Union of Artisans & Small Manufacturers, 14 Lrvontin St., Haifa. NCIA.

★★ Marble-cutting machines, large size, modern type. Lime & Stones Products Co., Ltd., P.O. Box 22, Kiriat Haim, Haifa.

New Zealand

Logging equipment, all types of lifting tackle. John Shaw (N.Z.) (manufacturer, importer, indent agent), Jellicoe St. or P.O. Box 267, Auckland. WTD 6/28/62.

Pakistan

☆ Mobile cranes, 45,000 lb. cap., with accessories. Loan 79; free worldwide. Tender & 79-Q-IX. Bid deadline Aug. 8. West Pakistan Water & Power Development Authority, Lahore. Additional information, tender documents obtainable from WAPDA or Miner & Miner International, Inc., P.O. Box 748, Greeley, Colorado. ★

Turkey

★ Belt conveyors, Ref. 117-EKD/3359. Loan 70; worldwide. Bid deadline Sept. 25. Turkiye Komur Isletmeleri Kurumu, Etibank Binasi, Genel Mudurlugu, Ankara, where complete specifications may be obtained.

354 Metalworking Machinery, Equipment

Congo (Brazzaville)

★★ Small tools for handicraft industry. Federation Nationale des Syndicats de Cooperatives, BP 2406, 186 rue des Gabonais, Brazzaville.

Ecuador

One semiautomatic press, forging, dies for manufacture of agricultural handtools, picks, shovels, spades, rakes, hand cultivators, wheelbarrows; capable of 130-60 tons pressure; to be accompanied by transformer, wiring of at least 60 kw.-hr. cap., 3 ph., to increase current 110-220 v.; quotation desired c.i.f. Guayaquil, insurance coverage to Quito. A. Vasquez (manufacturer, importer), P.O. Box 2884 or Calle Toledo 750, Quito.

Molds for plastic religious products, particularly crucifixes. Father Donoso Antony, Editorial Santo Domingo (printing shop, bookseller), P.O. Box 246, Quito.

India

☆ All purpose radial arm power saw; arm, yoke, motor capable of revolving 360 r.p.m.; mounted on steel table with 4 legs with special flat bottom; totally enclosed fan-cooled fiber-glass insulated motor, suitable for 3 ph., 50 c., 440 v., 2, 3, 5, 7½, 10 hp. models; optional attachments, accessories.

Extremely sensitive, accurate 3-dimensional tracer controlled, hand-operated pantograph die-sinking machine, capable of producing reductions from 1:2 to 1:8 approx.; should be heavy duty, rigid construction, capable of heavy stock removal; size of work table min. 9 x 34 in., cutter spindle speeds ranging from 1,300-45,000 r.p.m. approx.; additional accessories, extra copyholders, vice, enlarging spindle, cutter grinder, full range of cutters, tracing stylus sets. Loan 217; U.S. source. IL#EI/GL/MTC/2/DLF/362. Ref. 63 (115)/62-AID(1). Bid deadline Aug. 16. Larsen & Toubro, Ltd., I. C. House, Dougall Rd., Ballard Estate, Bombay 1.

☆ Model 13 in. x 7 ft. precision turret lathe, complete with hardened and ground bed ways and standard equipment, 12; 1 hp. 3/50 440 v. a.c. instant reversing motor, 12; drum switch operated line starter control, 12; hand-lever collet attachment, 12; R-S-B South Bend precision steel collet, 1 in., 12; collet splash guard, 12; collant, reservoir, 3 p., 50 c., 440 v., 12; motor, 12; pneumatic bar feed, 12; splash pans, 12; 4-position carriage stops, 12; 4-position cross slide stops, 12; floating toolholders, 12; releasing tapholder, 12. Loan 217; U.S. Source. IL#EI/GL/MTC/103/DLF/62. Bid deadline Aug. 13. Jayems Engineering Co., Warden House, Sir P.M. Rd., Fort, Bombay 1. ★

☆ Tap shank squaring machine, with motor, complete with direct-on-line starter, incorporating overload trip, undervoltage release, with accessories, attachments. Loan 157; U.S. source. IL#AU/GL/MTC/11/DLF/61. Ref. 4(345)/61-AID-II. Bid deadline Aug. 15. Indian Oxygen, Ltd. Light Engineering Div., 8/1 Loudon St., Calcutta 16. Cable address: WELDOXYARC, Calcutta. ★

☆ Machine tools. Loan 217; U.S. source. IL#EI/GL/MTC-69/DLF/362. Bid deadline. Aug. 13. M/s. Perfect Machine Tools Co., Bell Bldg., Sir P. Mehta Rd., Bombay 1. Cable address: SUKAN, Bombay. ★

☆ Machine tools. Loan 217; U.S. source. IL#EI/GL/MTC/DLF/362. Bid deadline Aug. 13. R.S. Mehta & Co., Pvt., Ltd., Alli Chambers, Meadows St., Bombay 1. ★

Israel

★★ Adjustable, magnetic, custom-built dies for piercing, notching sheet metal. Direct purchase or agency. Solcoor Marketing & Purchasing Co., Ltd., 99 Ben Yehuda Rd., Tel Aviv.

United Kingdom

★★ Small machine tools, accessories. Direct purchase or agency. E.K. Machine Tools, Blackbraes Rd., Nerston Industrial Area, East Kilbride, Glasgow.

355 Special Industry Machinery

Cameroon

★★ Small capacity soft-ice-cream-making machine. Maison Tidjani, Caroua.

★★ Woodworking machinery. Union professionello, Ltd., BP 73, Kumba, West Cameroon.

Gabon

★★ Soap-producing machinery. Productions Gabonaises S.A., B.P. 386, Libreville.

★★ Oil mill for palm, coconut. Productions Gabonaises S.A., B.P. 386, Libreville.

★★ Small press to produce 36 x 72 in. plastic sheeting out of polyethelene. Foufounis S.A., B.P. 630, Libreville.

★★ Coffee-roasting machine. Les Cafres Henri, 27 rue alezard, Toulon Var France.

India

One complete latest automatic plant for manufacture of PVC unsupported sheeting, films with cap. of 5,000 m. daily per 8-hour shift; one 4 bowls calender machine; one complete plant for manufacture of rubber conveyor belting; 4 design rollers for embossing PVC (imitation leather) cloth. East India Rubber Works Pvt., Ltd. (manufacturer), 161 Chittaranjan Ave., Calcutta 7. WTD 6/4/62.

☆ Circular saw machines, bench and/or floor model, 6; jointer planers, 2; belt sanders, complete with motor, switch, 4; thickness planers bench and/or floor model, 3; 14 in. combination contour saw, Banf filer floor model, 7; multiduty machine for planing, molding, sawing, with stand, 12; hand-operated bending brakes with box fingers, 14; portable circular saw machines with universal a.c.-d.c. 230 v. motor, complete with each machine, 5; portable electric multisaw and/or handsaw with universal a.c.-d.c. 230 v. motor, 2; portable sanders-polishers with universal a.c.-d.c. 230 v. motor, various accessories, 2; portable rotary type sanding machines, 2; portable porta plane with universal a.c.-d.c. 230 v., 1; sharpening attachment, 5. Loan 217; U.S. source. IL#EI/GL/MTC/100/DLF/362. Bid deadline Aug. 13. Manejlal & Sons, 115/16 Narayan Dhuru St., Bombay 3.

☆ Scandia type 708 (STA. 8) turret wrapping machine, suitable for wrapping AMF.20s soft cup packets for 70 x 24. 5/25/25.5 m./m. cigarettes. Loan 157; U.S. source. IL#990690/DLF-157/61/CG.III. Ref. 41(763)/61-AID-II. Bid deadline Aug. 14. Imperial Tobacco Co. of India, Ltd., Thapar House, 124 Janapath, New Delhi.

☆ Threading machines, planing machines, 16 in. lathe machine for Amarkantak Thermal Power Station. Loan 191: worldwide. Enquiry XII-C-411/5011. Bid deadline Aug. 20. Superintending Engineer (Projects), Madhya Pradesh Electricity Board, P.O. Box 34, Jabalpur, where quotations are to be sent directly. Copies of specifications obtainable from India Supply Mission, 2536 Mass. Ave., NW., Washington 8, D.C.

☆ Barrel shrinking machine, 23-12-SSA with 12 stations, complete with accessories, ready for use, c.i.f. prices. Loan 157; U.S. source. IL#AU/GL/MTC/61/DLF/361. Bid deadline Aug. 18. Hindustan Syringes Pvt., Ltd., 2 Marina Arcade, Cannaught Circus, New Delhi. Cable address: GLASYRINGE, Faridabad.

☆ 4-FH special Lewis travel cut automatic high speed wire straightening, cutting machine. Loan 157; U.S. source. IL#AU/GL/MTC/47/DLF/361. Bid deadline Aug. 13. J.B. Advani-Oerlikon Electrodes Pvt., Ltd., Radio House, 6 Rampart Row, Fort, Bombay 1. ★

☆ Various equipment, apparatus, and appliances for chemical laboratory of Durgapur Thermal Power Station (extension scheme) of Durgapur Projects, Ltd. Loan 139; U.S. source. Specification DTPS-23. Bid deadline Aug. 10. Managing Director, The Durgapur Projects, Ltd., New Secretariat Buildings, 1 Hastings St., Calcutta 1. ★

☆ Combined plate and section bending machine; power-operated hydraulic pipebending machine, for Fertilizer Corporation of India, Ltd., Bombay. Loan No. 162; U.S. source. Tender S/94/DLF/M. Bid deadline Aug. 20. India Supply Mission, 2536 Massachusetts Avenue NW., Wash. 8, D.C., where tender forms, including specifications, may be obtained free of cost.

☆ Empty carbon dioxide and hydrogen cylinders, complete with neck ring and malleable iron cap valve to C.G.M.A. standard, for Damodar Valley Corporation, Calcutta. Loan No. 125; worldwide. Tender S/97/AID/M. Bid deadline Sept. 17. India Supply Mission, 2536 Massa-

chusetts Avenue NW., Wash. 8, D.C., where tender forms and specifications are available at $2 a set. Also available from Director General, India Store Department, Government Bldg., 13/20 Chome, Maruncouchi, Chiyodaku, Tokyo, Japan; Indian Trade Commission in Australia, Caltex House, 176/187 Kent St., Sydney, Australia; Director General of Supplies and Disposals, National Insurance Bldg., Parliament St., New Delhi.

Israel

☆ Cincinnati, or equal, 105-10 MI vertical milling machine, model LL, with automatic table cycle, complete with all standard equipment and electrics for #380/3/50 metric machine, automatic spindle stop; Cincinnati, or equal, 0-8 plain automatic milling machine, model OL, with rise and fall spindle carrier, complete with all standard equipment and electrics for #380/3/50 metric machine, Table/Travel/increased to 12 in., 2 hp. spindle drive motor in lieu of standard; pump, cutter coolant, cam roller attachment without cam, cycle selector. AID 66A; U.S. source. Subauthorization 66A-474. Bid deadline Aug. 7. Government of Israel Supply Mission, 850 Third Ave., New York 22. Attention: N. Nisen. Tenders should refer to S/A number, be prepared on basis of f.a.s. U.S. port of exit or f.o.b. European port, delivery desired by Oct., prices itemized and show both trade and cash discount. Suppliers may devise own forms, in duplicate, for submitting tender to buyer.

Thailand

Woodworking machinery for manufacture of boxes to hold carbonated beverage bottles. Bangkok Bottling Co., Ltd., 395 Silom Rd., Bangkok. WTD 12/30/57.

Yugoslavia

Semi-industrial universal installation for synthesis of polyester resins; reactor of Cr-Mo steel, effective Cap. 30-50 l., electric heating with liquid heat carrier or by induction; condenser, sublimation tube, pipeline recipient of Cr-Ni-Mo steel; vacuum installation of min. 2 cu. m. per hour cap. Duga, attention: Mr. Mandic (manufacturer), Viline Vode 6 or P.O. Box 723, Belgrade.

356 General Industrial Machinery, Equipment

Australia

Fire alarm sprinkler heads, both fixed and retracting type of head; fire alarm smoke detector equipment operating by means of photoelectric cell unit or ionization of air through smoke particles; fixed type carbon-dioxide fire-extinguishing equipment, automatically operated by electric or pneumatic control; all approved by U.S. Fire Underwriters Laboratories. Matthews Firm Alarm Pty., Ltd. (importing distributor, manufacturer), 77 Annie St., New Farm, Brisbane, Queensland. WTD 5/24/61.

Germany

Automatic, nonautomatic machinery for round steel strapping; requests replies in German. Direct purchase and agency. Jage, Stahlband-Verpackung, R. Neuhoeffer (manufacturer, wholesaler), 9 Haydnstr., Stuttgart-Botnang. WTD 6/13/62.

Israel

☆ NH3 Vilter, or equal, compressor units, suitable for operation with 40, 50, 68 hp. motors, complete with standard accessories. Loan 183; U.S. source. Subauthorization 183/23. Bid deadline Aug. 7. Government of Israel Supply Mission, 850 Third Ave., New York 22. Attention: N. Nisen. Tenders should refer to S/A number, be prepared on basis of f.a.s. U.S. or f.o.b. European port. Delivery desired by October, prices itemized and show both trade and cash discounts. Suppliers may devise own forms, in duplicate, for submitting tender to buyer.

★★ Rotary air compressors, both portable and stationary, 125-600 c.f.m., diesel driven. Direct purchase or agency. Jos. Muller A.H. Engineer, Ltd., P.O. Box 243, Haifa.

★★ Industrial pumps. Nahum Botkovsky, 28 Yavneh St., Tel Aviv. NCIA. Components of mechanical shift clutches, overrun clutches, magnetic clutches. Technica Jacob Bokstein, 22 Ramban St., Tel Aviv.

Netherlands

Hydraulic motors, 10-40 hp. Gereedschappen-en Machinehandel Tools (importing distributor), 134-38 Nieuwendijk, Amsterdam. WTD 6/15/62.

New Zealand

● Hydraulic pumps, 2, hydraulic pumping units for intake gates at Matahina water power project, tender S.M.Q. 8080, bid deadline 4 p.m., Sept. 6. Stores Manager, Ministry of Works, P.O. Box 8024, Wellington. Specifications available from New Zealand Senior Trade Commissioner, 1145 19th St., NW., Wash. 6, D.C.★

Pakistan

☆ Automatic shuttle embroidery machines, 2, 4/4 repeat, suitable for punched cards 15 yd., each set capable of producing 3 types of embroidery with different capacities. Loan 194; worldwide. Credit amount, $90,000. Bid deadline Aug. 12. Alamgir Rayon Mills, Ltd., 3 Fadoo Bldg., Bunder Rd., Karachi. Cable address: YASHMAK. Copies of specifications obtainable from Bank of America, Far Eastern Div., 37-41 Broad St., New York 15.★

U.A.R.

☆ Link chains, shackles; prices f.o.b. port of shipment, including seaworthy packing; purchase number 5-18/ 8737/213. AID 27; U.S. source. Ref. L.A. 5-28/8854. Bid deadline Aug. 8. Suez Canal Authority, Procurement Dept., Ismailia, U.A.R. Cable address: SUCANAL ISMAILIA, U.A.R., where specifications, further information are available.★

Yugoslavia

☆ Pipes, material for main steam piping; condenser cooling water, circulating pumps; erection tools, material for steel structural building; steam boilers. Loan 173; U.S. source, Bid deadline Aug. 19. Invest-Import, Terazije 5, Belgrade. c/o Metalchemical Commercial Corp., 500 Fifth Ave., New York 36, phone OXford 5-6305, where specifications, further information are available.

357 Office, Computing, Accounting Machines

India

☆ Adding, listing machines with 12½ in. shuttle carriage, 10 columns operated by hand, electricity, simples with 1 totalizer, duplex with 2 totalizers. Loan 217; U.S. source. Bid deadline Aug. 13. Director General of Posts & Telegraphs, New Delhi.★

☆ Data-processing machines, alphabetical car punch, calculating punch, sorter, alphabetical collator, accounting machine with 15 pilot selectors, alphabetical accounting machine. Loan 217; U.S. source. IL#A.614588/61. Ref. 46(3)/61-AID(1). Bid deadline Aug. 18. Panjab National Bank, Parliament St., New Delhi.★

☆ Adding, listing machines. Loan 217; U.S. source. IL#A.615255/61. Ref. 55(2)/62-AID(1). Bid deadline Aug. 28. Director General, Posts & Telegraphs, New Delhi. Cable address: TELEPOST, New Delhi.★

Sweden

Novelties in office machinery, supplies. Direct purchase and agency. Frans Svanstrom & Co., Papershandels AB (importing distributor, manufacturer's agent), 11 Herkulesgatan, Stockholm C. WTD 6/21/62.

358 Service Industry Machines

Belgium

Coin-operated washing machines. Exclusive distributorship for Belgium, Benelux. Ets. Maloni (manufacturer), 50 rue Josse Impens, Brussels. WTD 6/2/61.

Cameroon

★★ Drycleaning machinery. Tagny Janvier, BP 810., Yaoundé, Cameroon.

Ethiopia

Deep-freezing equipment for freezing shrimp, fish fillets; prices, specifications, literature requested. Sea Fishery Board, Port of Massawa (govt. agency), Massawa, Eritrea.

Tanganyika

One electric ice-cream-making machine. Haideri Stores (importing distributor), P.O. Box 445, Dar es Salaam. WTD 7/11/62.

360 Electrical Machinery, Equipment, Supplies

Thailand

Complete line of electrical goods, supplies, including electric wires, cables, rigid and E.M.T. conduits, safety switches, lighting fixtures. Pacific Electric & Engineering (Thailand) Co., Ltd. (importing distributor, manufacturer), 486/11 Petchburi Rd., Bangkok.

361 Electric Transmission, Distribution Equipment

India

● Supply of switchboards; power, lighting for 12,000 ton oceangoing vessels; tender CSP/A/13672/78/EL/62/155-158, bid deadline Aug. 16. Deputy Controller of Stores, M/S Hinduston Shipyard, Ltd., P.O. Gandhigram, Visakhapatnam 5, India, for $4.50, not refundable, in cash or money order.★

361 Electric Transmission, Distribution Equipment

Iraq

● Supply of electrical equipment including transformer, switchboard, cables, related items, bid deadline Aug. 18. Tender 23/62 may be obtained from Government Oil Refineries Administration, Baghdad, for $2.80.★

Israel

★★ High voltage (3,000-30,000) switchgear, including circuit breakers, transformers, fuses. CITOR, LTD., P.O. Box 33, Holon.★

Korea

● Radio cable and related equipment, including copperweld steel wire, insulation tester, wheatstone bridge, transistorized portable oscillator, breakdown tester, splicing sleeves, related items, in amount of $732,567; tender KFX-2065-5, bid deadline Aug. 4. Limited worldwide bids. Office of Supply, Government of Korea, Seoul.★

Thailand

☆ Current transformers. Loan 19; worldwide. Invitation PDC-MEA-130. Bid dealine Aug. 20. Purchase & Stores Div. Metropolitan Electricity Authority, 121 Chakraphet Rd., Bangkok. Cable address: METEIEC, Bangkok. Copies of complete bid invitation available from Financial Counselor, Embassy of Thailand, 2490 Tracy Pl., NW., Washington 8, D.C.★

Trinidad, Tobago

● Watthour meters, 16,150, distributed as follows: 500 each 5/20 a., 230 v., single ph., 2 wire and sockets; 150 each 15/60 a., 230 v., single ph., 2 wire and sockets; 12,500 each 5/20 a., 115 v., single ph., 2 wire and sockets; 3,000 each 5/60 a., 230 v., single ph., 3 wire and sockets. Tenders 488, 497, 498; bid deadline Sept. 4. Purchasing Office, Trinidad & Tobago Electricity Commission, 63 Frederick St., Port of Spain, Trinidad. W.I.★

362 Electrical Industrial Apparatus

Australia

Electrical capacitors. .0025 microfarads, insulation resistance 300 megohms or less, voltage rating 15,000 v.; approx. 2,000 monthly. L.H. Nicholas Pty., Ltd. (manufacturer, distributor), 35 Chaleyer St., Rose Bay, N.S.W. WTD 6/28/62.

Israel

☆ 125 hp. totally enclosed fan cooled type, cage pattern, high torque motor, 3 pcs., fitted with ball and roller bearings, wound for 380 v., 3 ph., 50 c., supplied with synchronous speed of 1,000 r.p.m. approx. 960 r.p.m. on load; fitted with class E insulation, standard base shaft extension. AID Loan 66A; U.S. source. Subauthorization 66A453. Bid deadline Aug. 7. Government of Israel Supply Mission, 850 Third Ave., New York 22. Attention: N. Nisen. Tenders should refer to S/A number, be prepared on basis of f.a.s. U.S. port of exit or f.o.b. European port, delivery desired by Oct., prices itemized to show both trade and cash discounts. Suppliers may devise own forms, in duplicate, for submitting tender to buyer.

Israel

★★ Small gas, diesel driven generators of about 5 hp. Cable, Ltd., 20 Haneemanim St., Haifa.

Italy

Electrogenerators, 1-20 kw., 50-100 kw.; requests replies in Italian or French. Direct purchase and agency. Rivom (wholesaler, retailer, agent installer), Via dei Cerchi 77/83, Rome.

365 Radio, Television Sets

Aden

Tape recorders, transistor radios; built for 220-40 v., Messrs. M. Bentob Messa (Aden), Ltd. (importing distributor, manufacturer's agent), 60 King Solomon St., Crater, or P.O. Box 310, Aden. WTD 6/28/62.

Switzerland

Tape recorders, sound (monaural, stereophonic); 220 v., 50 c. Perrot S.A. (importer, distributor), 5 Rue Neuve, Bienne.

371 Motor Vehicles, Equipment

Cameroon

★★ Automotive parts, accessories. Transcanl, Import Export Co., BP 1194, Yaoundé, Cameroon.

★★ Automobile spare parts. Transcame, BP 1194, Yaoundé, Cameroon.

Ethiopia

Refrigerated trucks, trailers, semitrailers, and movable containers; prices, specifications, literature requested. Sea Fishery Board, Port of Massawa (govt. agency), Massawa, Eritrea.

India

☆ Automobile transmission gears for Dodge Kew vehicles. Loan 217; U.S. source. Bid deadline Aug. 13. India Motor Parts & Accessories, Ltd., P.O. Box 2422, 1/55 Mount Rd., Madras 2. Cable address: INDIAMOTOR, Madras. ★

☆ Open-type compressors with fly wheel, motor compressors, valves. Loan 157; U.S. source. IL#991083/DLF/61. Ref. 41 (266)/61-AID-II. Bid deadline Aug. 17. Indian Refrigeration Industries, 7/15 Kirti Nagar, New Delhi 15. Cable address: ECLIPSE, New Delhi. ★

Mozambique

Spare parts, accessories for motor vehicles. Empresa Commercial de Megaza, SARL (general merchant, importer, exporter, commission agent, auto dealer), P.O. Box 825, Beira.

Auto spare parts, accessories. Companhia Agricola e Comercial Lopes & Irmaos, SARL (general merchant, importer, exporter, distributor, retailer), P.O. Box 158, Quelimane. WTD 6/25/54.

372 Aircraft, Parts

U.A.R. (Egypt)

3 helicopters for 8-10 passengers; requests price quotations, descriptive literature, operating expenses per hour, delivery time, earliest preferred, performance including hovering ceiling in ground effect, price of spare parts for 5 years. Rashad Murad, Director General, U.A.R. Tourist Administration (govt. entity), 5 Adly St., Cairo.

373 Ship, Boat Building, Repairing

New Zealand

Marine equipment, ship fittings for pleasure, fishing craft. John Shaw (N.Z.), Ltd. (manufacturer, importer, indent agent), Jellicoe St. or P.O. 267, Auckland. WTD 6/28/62.

International Representation

The firms listed below are interested in representing U.S. firms in the areas indicated. Exclusive distributorship for these commodities is wanted only if specified.

200 Food

Belgium

All kinds of foodstuffs; ready packed; for sale in supermarkets, groceries. Exclusive agency. J. Bibby & Sons (Belgium) (importer, distributor), 57 rue Capuillet, Brussels. WTD 4/19/62.

British Guiana

Pickled beef in 200 lb. barrels, about 200 barrels monthly; flour in 100 lb. bags, about 500 bags per order every 40 days. Onyx Agencies (importing distributor, commission merchant), 37 Camp & Croal Sts., Georgetown. WTD 4/27/62.

220 Textile Mill Products

Belgium

Textile fabrics for workmen's clothing; synthetic textiles, combed, carded woolen fabrics for men's, women's apparel. Nicolas Brichard (agent), 84 Ave. des Gloires Nationales, Ganshoren-Brussels. WTD 6/20/62.

225 Knitwear

Belgium

Men's nylon socks. Exclusive agency for Katanga, Congo; Ruanda, Urundi. Armand Godeaux (agent), 64 Ave. de Berchem Ste. Agathe, Brussels. WTD 6/20/62.

229 Miscellaneous Textile Goods

Belgium

Imitation leather for outerwear. Nicolas Brichard (agent), 84 Ave. des Gloires Nationales, Ganshoren - Brussels. WTD 6/20/62.

252 Office Furniture

England

Desks, office equipment. F.C. Brown (Steel Equipment), Ltd. (manufacturer), Queens Rd., Bisley, Surrey. WTD 6/14/62.

281 Industrial Chemicals

Ecuador

Gas products for manufacture of carbonated beverages; quotations c.i.f. Guayaquil, insurance coverage to Quito. A. Vasquez (manufacturer, importer), Calle Toledo 750 or P.O. Box 2884, Quito.

Israel

★★ Industrial chemicals. Kidron Trading Co., Ltd., P.O. Box 1201, Tel Aviv.

282 Plastics Materials, Synthetic Resins, Rubber, Other Manmade Fibers

Israel

★★ Industrial plastics. Kidron Trading Co., Ltd., P.O. Box 1201, Tel Aviv.

283 Drugs

Belgium

Pharmaceutical products. Codipha S.A. (manufacturer), 47-57 rue Francois Bossaerts, Brussels. WTD 4/11/62.

Pakistan

Fine chemicals for food, pharmaceutical industry; all kinds of raw materials for pharmaceutical industry. Atlas Corp. (importing distributor, manufacturer's agent, manufacturer, commission merchant), Aurangzeb Market, opposite Radio Pakistan, Karachi. WTD 5/1/62.

284 Soap, Detergents, Cleaning Preparations, Perfumes, Cosmetics

Belgium

Toilet preparations, hygienic items. Codipha S.A. (manufacturer), 47-57 rue Francois Bossaerts, Brussels. WTD 4/11/62.

331 Steel Mill Products

Pakistan

M.s. wire, black, galvanized, 4-30 gage, m.s. pipe, black, galvanized, standard lengths of 20 ft. and up, internal diam. 4, 6, 8, and 10 in.; tinplate, prime coke quality, size 20 x 30 in., 18 x 20 in., 18.¾ x 28 in., 28-30 gage; galvanized iron plain, corrugated sheets with zinc coating 1.25 oz., size 1-3 ft. wide, 6-10 ft. long, 16-30 British gage; m.s. sheets, cold rolled, close annealed, size 8 x 3 ft., 8 x 4 ft., 16-30 British gage; all S & E 1010, 1020, 1025; Agency Division, Haroon Sons Trading Corp. (importing distributor, manufacturer's agent, commission merchant), Haroon Chamber, South Napier Rd., Karachi. WTD 4/17/62.

333 Primary Smelting, Refining Nonferrous Metals

Israel

★★ Various metals for industrial uses. Kidron Trading Co., Ltd., P.O. Box 1201, Tel Aviv.

335 Rolling, Drawing, Extruding Nonferrous Metals

Sweden

Aluminum tubing. Thulin & Nystrom AB (importing distributor, manufacturer's agent), Brunnsgrand 4, Stockholm C. WTD 6/21/62.

344 Fabricated Structural Metal Products

Israel

★★ Hot rolled, cold rolled steel products up to 50,000 tons annually. Z. Arison, 47 Hanamal St., Haifa. NCIA.

Malaya

Fabricated structural aluminum such as sun louvers, decorative aluminum facing building exteriors. B. T. Joyce, Harrison's & Crosfield (Malaya), Ltd. (merchandising organization), 70 Ampang Rd., Kuala Lumpur. WTD 8/1960.

345 Screw Machine Products; Bolts, Nuts, Screws, Rivets, Washers

Malaya

Bolts, nuts; all types for auto vehicles, trucks, tractors. Eric Chia, United Motors Works (M), Ltd., 114 Batu Rd., Kuala Lumpur.

349 Miscellaneous Fabricated Metal Products

Belgium

Valves, sanitary equipment, iron fittings. Office Belge de Diffusion Commerciale (manufacturer's agent), 32 Ave. Brugmann, Brussels 6.

352 Farm Machinery, Equipment

Ecuador

Farm type tractors; quotations desired c.i.f. Guayaquil, insurance coverage to Quito. A. Vasquez (manufacturer, importer), P.O. Box 2884 or Calle Toledo 750, Quito.

353 Construction, Mining, Materials Handling Machinery, Equipment

Israel

★★ Quarry equipment including rock bits, rock drills. F. Pick m.e. 53 Hanamal St., Haifa. NCIA.

★★ Cement, road construction equipment including trucks, mixers, conveyors, steel wheel rollers, spreaders, pumps. Solcoor Marketing & Purchasing Co., Ltd., 99 Ben Yehuda Rd., Tel Aviv.

Malaya

Fork lift trucks, diesel engine drive, pneumatic tires, power steering, cap. about 1,000-8,000 lb., lifting height about 120-180 in., with facility for additional equipment for special purposes. Behn, Meyer & Co., (M). Ltd. (mercantile firm), P.O. Box 1032 or 3d Mile Ipoh Rd., Kuala Lumpur. WTD 9/5/61.

Cutting edges for tractor earthmover blades. Eric Chia, United Motors Works (M), Ltd., 114 Batu Rd., Kuala Lumpur.

Pakistan

Road building equipment: Tractors, trailers, crawlers, excavators, bulldozers, mixers, vibrators, mobile cranes, 3-wheel pneumatic road rollers, scrapers, graders. Machinery for tube wells: Pumps, drills, motors, equipment with accessories. Yu-Slim & Co. (manufacturer's agent, commission merchant, importer-distributor), Plaza Bldgs., Queen's Rd., Lahore. WTD 7/21/61.

Road rollers, 3 wheel type, 10-12 ton cap. United Commercial Agencies (importing distributor, manufacturer's agent, commission merchant), 53 Wazir Mansion, Nicol Rd., Karachi. WTD 6/12/62.

354 Metalworking Machinery, Equipment

Israel

★★ High-speed steel-cutting tools. Hanita Metal Works, Western Galilee.

355 Special Industry Machinery

Ecuador

Sawmill machinery; semiautomatic machine for forming, shaping wooden handles for agricultural handtools, cap. 114 each 8 hours, electric operated 220 v., 3 ph. current, transformer to be included; quotations desired c.i.f., Guayaquil, insurance coverage to Quito. A. Vasquez (manufacturer, importer), P.O. Box 2884 or Calle Toledo 750, Quito.

Hong Kong

Complete machinery to establish flour mill, secondhand equipment, cap. 80 tons every 24 hrs. Winluck & Co., 607 No. 4 Queen's Rd. Central. WTD 5/14/62.

Israel

★★ Masonry machinery such as concrete block machines, pipe and tile machines. Solcoor Marketing & Purchasing Co., Ltd., 99 Ben Yehuda Rd., Tel Aviv.

357 Office, Computing, Accounting Machines

Malaya

Heavy-duty staple guns or nailing machines that drive staples into wood, paperboard, soft metal; kits, accessories. Eric Chia, United Motors Works (M), Ltd., 114 Batu Rd., Kuala Lumpur.

358 Service Industry Machines

Sweden

Water refining, treating equipment, apparatus; automatic appliances, devices, novelties for use in industries, municipalities, agriculture, households. Sales territory: Sweden, Denmark, Norway, Finland. H. Lundgren, Director, Ingenjorsfirman Svenska Vattenreningsbyran, Kingsholmsgatan 15, Stockholm K. WTD 3/23/62.

360 Electrical Machinery, Equipment, Supplies

Pakistan

Hydroelectric, thermal plants complete with substations; generators, transformers, underground cables, insulators, conductors ACSR, aluminum, structural steel poles, tubular poles, switchgear, oil circuit breakers. Yu-Slim & Co. (manufacturer's agent, commission merchant, importer-distributor), Plaza Bldgs., Queen's Rd., Lahore. WTD 7/21/61.

361 Electric Transmission, Distribution Equipment

Pakistan

Switchgear: Transformers, high tension; high tension oil circuit breakers; insulators, conductors ACSR, aluminum. C.I.C. Enterprises, Ltd. (manufacturer's agent, importing distributor, commission merchant), 60 The Mall, Lahore. WTD 8/8/61.

363 Household Appliances

France

Electric rotisseries; requests replies in French. Ets. Quintard & Cie. (manufacturer, importer, exporter), 67 rue de la Croix-Nivert, Paris 15. WTD 2/8/61.

367 Electronic Components, Accessories

Belgium

Basic material, components for radio, television, radar, electronic industries. Direct purchase and agency. Ets. Marcel Ponjaert SARL (importer, commission agent, exclusive manufacturer's agent), 93 Ave. Coghen, Brussels. WTD 6/22/62.

New Zealand

Radio, television component parts. Amalgamated Dairies, Ltd. (exporter, importer, commission merchant), Tasman Bldg., Anzac Ave., or P.O. Box 865, Auckland. WTD 6/20/62.

371 Motor Vehicles, Equipment

Mozambique

¼-ton 4-wheel-drive light utility vehicles. Companhia Agricola e Comerical Lopes & Irmaos, SARL (general merchant, importer, exporter, distributor, retailer), P.O. Box 158, Quelimane. WTD 6/25/54.

391 Jewelry, Silverware, Plated Ware

Norway

Giftwares. Norintra A/S (manufacturer's agent), 6 Osterhausgaten, Oslo. WTD 5/22/62.

395 Pens, Pencils, Other Office, Artists' Materials

Ceylon

Ballpoint pens. Esmailjee Karimbhoy & Co. (importing distributor), 239 Main St., Colombo 11. WTD 7/27/61.

399 Miscellaneous Manufacturing Industry Products

Belgium

Aluminum display articles. Palmax (importer), 60 rue de l'Eglise, Antwerp.

Leads for Importers

Commodities are offered direct unless specified.

281 Industrial Inorganic, Organic Chemicals

Israel

★★ Basic industrial chemicals for pharmaceutical preparations. Ikapharm, Ltd., 31 Jabotinsky Rd., Ramat-Gan.

307 Miscellaneous Plastics Products

Israel

★★ Plastic products such as tablecloths for home use. Joseph Elmenachem Plastics Works, Adar-Am, Natania.

322 Glass, Glassware; Pressed, Blown

Israel

★★ Precision laboratory glass blown to order. Koor Industries & Crafts Co., Ltd., 99 Ben Yehuda St., Tel Aviv.

354 Metalworking Machinery, Equipment

Israel

★★ Carbon steel taps, dies of machine screw thread. Rosenthaler & Blum, 5 Hadekalim St., Haifa. NCIA.

★★ Molds, dies for form stamping, metalworking. Joseph Fishman, Ltd., 7 Hesbon St., Haifa. NCIA.

United Kingdom

★★ Fixtures for turret type automatic screw machines, jigs, gages. Precision Products (Dundee), Ltd., 149 Long Lane, Broughty Ferry, Dundee.

★★ Machine tools. Charles Taylor (Birmingham), Ltd., Bartholomew St., Birmingham 5.

★★ Machines for production of electrical equipment such as transformers. Redman Tools & Products, Worcester. NCIA. ★

★★ Heavy presses. Harland & Wolff, Ltd., Scotstoum, Glasgow W.4.

★★ Precision center lathes, related tool fixtures. Dean, Smith & Grace, Ltd., P.O. Box 15, Keighley. NCIA.

★★ Design, manufacture of press tools, jigs, other precision tools. Swansea Jig & Tool Co., Longford Coachworks, Neath Abbey, Neath, Glamorganshire, Wales. NCIA.

★★ New type supermicrometer. Belfast Tool & Gauge Co., Ltd., Prince Regent Rd., Belfast 5.

355 Special Industry Machinery

France

Bottle machinery, washing, soaking, rinsing, automatic, semiautomatic, for all kinds of bottles; cap. of chain-type sets, 1,000-10,000 bottles per hour, including fillers, cappers, stoppers; good quality. Direct or through agents. Ets. Larrieu-Bedin ("La Girondine"), 17 rue Mondon, Le Bouscat, Gironde. WTD 7/29/61.

United Kingdom

★★ Packaging machinery, filler-sealer for drugs both liquid and granular. Pharmpak, Ltd., 120 Frances Rd., Cotteridge, Birmingham 30. NCIA.

★★ Paper industries machinery. James Bertram, Ltd., Leith Walk Foundry, Edinburgh 6.

★★ Machinery for bleaching, dyeing, finishing textiles, paper. Hunt & Moscrop, Ltd., Middleton Junction, Manchester. NCIA. ★

★★ Elevator machinery. Ritchie Hart & Co., Ltd., 16 Mountpottinger Rd., Belfast 5.

★★ Automatic onion topping, tailing machinery. Dubalo Engineering Co., 29 Holte Drive, Four Oaks, Sutton, Coldfield.

★★ Ke and drum closure machines. Crosshall Engineering Co., Ltd., Marlborough St., Liverpool 3. ★

★★ Automatic order filler for food orders. R.T. Cunliffe, Ltd., 5 Holts Lane, Tutbury, near Burton-on-Trent. ★

★★ Automatic box-forming machinery. John Cleland & Son, Ltd., 68 Great Victoria St., Belfast 2.

356 General Industrial Machinery, Equipment

United Kingdom

★★ Mechanical lubricators. Kingfisher Lubrication, Ltd., Sackville St., Meanwood Rd., Leeds 7, Yorkshire. NCIA.

★★ Air circulator that uses odor control device. Fume-o-Dor Automatic Diffusers, Ltd., 6 Brook Rd., Cardiff, Glamorganshire, Wales. NCIA. ★

★★ Plastic machinery, injection molding for small caps, closures including screwing. Herbert Morris, Ltd., Loughborough, Leicestershire.

★★ Special machine tool units. Villiers Tool (Developments), Ltd., Waddens Brook, Wednesfield, Wolverhampton. NCIA. ★

★★ Pumps. Rotherhams, Ltd., Coventry.

★★ Cardboard box machinery, corner stayers, cutters, scorers, slitters, toppers, gluers. Wallace Wright, Ltd., 26 Great Holme St., Leicester.

★★ Winders, haulage machinery. John Tinsley, Ltd., Neasham Rd., Darlington, Durham. ★

★★ Pressurization systems for steam boilers. Pressurization, Ltd., Wyndham Works, Welbeck St., Ashton-Under-Lyne, Lancs. NCIA.

358 Service Industry Machines

United Kingdom

★★ Industrial laundry machinery. D. & J. Tullis, Ltd., Kilbowie Ironworks, Clydebank.

★★ Air-conditioning, heating, coiling equipment. Lucas Industrial Equipment, Ltd., Hargher, Clough, Burnley. NCIA.

361 Electric Transmission, Distribution Equipment

United Kingdom

★★ Circuit assembly boards. Vero Electronics, Ltd., South Mill Rd., Regents Park, Southampton. ★

★★ Program timers for automatic washing machines. Chamberlain & Hookham, Ltd., Birmingham 5, NCIA.

★★ Electrical components for power control and measurement, w.-hr. meters, transformers, relays, timing devices. Chamberlain & Hookham, Ltd., New Bartholomew St., Birmingham 5.

362 Electrical Industrial Apparatus

United Kingdom

★★ Automatic heating systems for industrial, greenhouse use. Findlay, Irvine, Ltd., Penicuik, Nr. Edinburgh.

★★ Flaw detector. John S. Young & Co., Ltd., Tudor Works, Giffnock. NCIA.

363 Household Appliances

United Kingdom

★★ Kitchen appliances, artificial heating logs. Bescol (electric), Ltd., 118 Parkfield Rd., Saltley, Birmingham 8. ★

364 Electric Lighting, Wiring Equipment

United Kingdom

★★ Obstruction beacon, emergency lighting units. Moflash Co., Ltd., 72-73 Warstone Lane, Birmingham 18. NCIA. ★

365 Radio, Television Sets

United Kingdom

★★ Closed circuit color television. Barras Electronic Co., 18 Dorset St., Southampton, NCIA.

366 Communication Equipment

United Kingdom

★★ Marine transmitters, receivers; broadcast receivers; radiotelephone equipment. Redifon, Ltd., 36 Kingsway, London, W.C.2. NCIA. ★

367 Electronic Components, Accessories

United Kingdom

★★ Electronic accessories to circuit assembly boards. Vero Electronics, Ltd., South Mill Rd., Regents Park, Southampton. ★

371 Motor Vehicles, Equipment

United Kingdom

★★ Brake linings, clutch discs. Fuller Frictions, Ltd., 30 Queen Sq., Bristol 1. NCIA.

375 Motorcycles, Bicycles, Parts

United Kingdom

★★ Variable gears, paint-lining devices, other tools related to motor cycle, bicycle trade. Cyclo Gear Co., Ltd., Potters Hill, Aston, Birmingham 6.

382 Instruments for Measuring, Controlling, Indicating Physical Characteristics

United Kingdom

★★ Dial thermometers, pressure gages. Buchanan Bros., 80 Commerce St., Glasgow, C.5. ★

★★ Metallurgical test equipment. Distington Engineering, Ltd., Chapel Bank Works, Workington, Cumberland.

★★ Electronic measurement, control equipment. Agency and direct import. James Scott, Ltd., 68 Brockville St., Carntyne Estate, Glasgow, E.2. ★

★★ Pressure gages, vapor tension and bimetal dial thermometers, Bowdon type temperature switches with snap action. Tomey Industries, Ltd., Catherine St., Birmingham 6. ★

383 Optical Instruments

Germany

Levels for optical instruments. Direct

or through agents. Theis & Co., KG-Optische Fabrik (manufacturer), Wolz hausen Krs., Biedenkopf. WTD 6/2/58.

384 Surgical, Dental Supplies, Equipment

United Kingdom

★★ Industrial safety guards. Moflash Co., Ltd., 72-73 Warstone Lane, Birmingham 18, NCIA.★

391 Jewelry

India

Precious, synthetic stones: cut, polished: to value of $10,000 every 60 days. Direct or through agents. M. Khajulall & Co. (manufacturer, exporter, importer), Munshi Mahal, Jaipur City, Rajasthan. WTD 6/29/62.

United Kingdom

★★ Silver-plate hollowware. Anstey & Wilson, Ltd., Kenyon St., Birmingham 18.

394 Toys, Amusement, Sporting, Athletic Goods

United Kingdom

★★ Pedal-driven toy automobile for children 5-12 years old. Cooper Bros. (Stockport), Ltd., Shrewsbury St., Stockport, Cheshire. NCIA.★

395 Pens, Pencils, Other Office, Artists' Materials

Israel

★★ Draftsmans' instruments. Gottesman & Kain, 18 Washington Blvd., Tel Aviv.

United Kingdom

★★ Pantograph engraving machine. Taylor, Taylor & Hobson, Stoughton St., Works, Leicester.★

398 Miscellaneous Manufacturing Industry Products

United Kingdom

★★ Linoleum, hessian backed. North British Linoleum Co., Ltd., Cleping Rd., Dundee.

739 Business Services

United Kingdom

★★ Building materials, equipment display center operable as agency clearinghouse. Deutsch & Brenner, Ltd., Harford St., Birmingham 19. NCIA.

★★ Dry papermaking process for use as papermaking substitute. H. B. Perry, Ltd., Royal Mail House, Five Ways, Birmingham 15. NCIA.

★★ Small color printing jobs. Drew & Hopwood, Ltd., 65 Great Charles St., Birmingham 3.★

891 Engineering, Architectural Services

United Kingdom

★★ Electronics, precision electromechanical area. Hebron & Medlock, St. George's Lodge, 33 Oldfield Rd., Bath, Somerset. NCIA.★

★★ Engineering design, fabrication of petroleum refineries, foundries, chemical plants, heat equipment; offering services to U.S. firms. Incandescent Heat, Ltd., Cornwall St., Birmingham 40. NCIA.★

Visiting Buyers and Officials

Scheduled arrival dates and U.S. addresses.

Congo (Leopoldville)

Mr. & Mrs. Gillis, representing Etablissements Fernand Gillis, B.P. 649, Léopoldville, interested in purchase of **machinery.** Aug. 15, New York via Los Angeles for 1 month; U.S. Department of Commerce Field Office, Empire State Bldg., New York 1. Itinerary: California and New York.

France

Roger Bourdais, representing M. Guinault Co., S.A., 81 Avenue de l'Yser, Houillies, Seine-et-Oise, interested in meeting representatives of U.S. manufacturers of **control, measuring, and radar equipment.** August 4 via New York for 15 days; Berkshire Hotel, 52d St., & Madison Ave., New York 22. Itinerary: Indianapolis; Pittsburgh; St. Louis; Newton, Iowa; and New York.

India

Dhan Pal Jain, representing Saru Smelting & Refining Corp., Pvt., Ltd., Sardhana Rd., Meerut Cantt, interested in collaboration to manufacture **spun pipes, welding electrodes, aluminum solder, soldering pastes;** wishes to buy **nonferrous extrusion plant** and **wire-drawing machines.** Sept. 7 via New York for 1 month; c/o American Express Co., Inc., 65 Broadway, New York. Itinerary: New York, Chicago, Detroit, Seattle, and San Francisco.

Iran

Mohamad Ali Moin, representing Gum Tragacanth Export Co. and Isfahan Industries & Vegetable Oil Co., Isfahan, interested in buyers for **gum tragacanth** and purchase of **cottonseed** and **soya oils.** Early Aug. via San Francisco for 1 month; c/o Mitchel Beck Co., Inc., 105 Hudson St., New York 13. Itinerary: San Francisco and New York.

Kenya

Frank Marek, Generic, Ltd., P.O. Box 30019, Nairobi, interested in exporters of **paper, fiber yarn** (spun rayon, bleached), **used clothing;** also **consumer goods** for African market, including shoes. Sept. 10 via New York for 3 weeks; U.S. Department of Commerce Field Office, Empire State bldg., New York 1. Itinerary: New York, Chicago, San Francisco.

Managua

Lawrence Mulligan, representing Productos Aluminios Nicaraguense, Granada, interested in **aluminum spinning plants, fabricating kitchenware, tin canmaking factories,** and **carboard containers.** Aug. 15 via Miami for 1 month. Itinerary: Washington, D.C.; Philadelphia; New York.

New Zealand

N. V. Holyoake, representing N. V. Holyoake & Co., Ltd., 138 Adelaide Rd., Wellington, interested in importing or manufacturing under license all classes of **heating, air conditioning,** and **ancillary equipment.** July 23 via New York for 6 weeks; c/o Governor Clinton Hotel, New York, July 23-27; J. D. Marshall International Inc., Export Directors, 170 W. Washington St., Chicago 2, Ill., July 27-Aug. 14. Itinerary: New York; Cleveland; Jackson; Chicago; Dayton; St. Louis; Waterloo, Iowa; Milwaukee; Green Bay, Wisc.; Minneapolis; Seattle; San Francisco; Los Angeles.

Bryan Jackson, representing Bryan Jackson, Ltd., 228 Marna Rd., Mt. Wellington, Auckland, interested in **house trailers.** Aug. 1 via Honolulu for 7 days; Clarke Hotel, Los Angeles, Calif.; Capital Hotel, Las Vegas, Nev.; Stewart Hotel, San Francisco, Calif.; Commodore Hotel, New York. Itinerary: Los Angeles, Aug. 2-4; Las Vegas, Aug. 5-6; San Francisco, Aug. 7; New York, Aug. 8-9.

B. W. Thorpe, representing Prestige (New Zealand), Ltd., 31 Pirie St., Wellington, interested in importing **machinery** and **raw materials.** Sept. 10 via Canada for 6-8 weeks; c/o C. Tennant Sons & Co. of New York, 100 Park Ave., New York 17. Itinerary: New York, Philadelphia, Reading, Paducah, Chicago, San Francisco, Los Angeles, Wilmington.

Pakistan

Hussain Malik, representing Malik Mohammed Din & Sons, Malik Bros., Ltd., and Pak Elektron, Ltd., Writers Chambers, Dunolly Rd., Karachi, interested in **iron** and **steel** and **electrical equipment, air conditioning;** Aug. 1 via New York for 4 weeks; c/o Waldorf-Astoria, New York, N.Y. Itinerary: New York.

Rhodesia, Nyasaland

Katherine Falwasser, representing Campbell Booker Carter (Central Africa), Ltd., P.O. Box 350, Kitwe, Northern Rhodesia, interested in importing **women's** and **children's wear, curtain material, fancy goods** and **novelties.** Sept. 11 via New York for 3 weeks; c/o Department of Commerce Field Office, Empire State Bldg., New York 1, Itinerary: New York.

Taiwan

Lungo Tam, representing Sino-American Economic Development Corp., 63 Hankow St., 1st Section, Taipei, interested in **tourism, accounting, housing development,** and **hotel construction** and **operations;** end of Aug. via Honolulu for 6 months; Apt. 51, 1060 Powell St., San Francisco, Calif. Itinerary: Honolulu; San Francisco; Los Angeles; Seattle; Chicago; New York; Boston; Washington, D.C.; Philadelphia; New Orleans; Miami; Dallas; Houston.

Chu Ching Tong, representing National Federation of Certified Public Accountant Associations of the Republic of China, 15, Lane 123, Siulon Rd., Section 1, Yung No Town, Taipei, interested in modern **accounting systems** and **industrial** and **commercial organizations;** end of Aug. via Honolulu for 6 months; c/o Apt. 51, 1060 Powell St., San Francisco, Calif. Itinerary: Honolulu; San Francisco; Los Angeles; Seattle; Chicago; New York; Boston; Washington, D.C.; Philadelphia; New Orleans; Miami; Dallas; Houston.

U.A.R. (Egypt)

Andre B. Savas, representing Alexandria Commercial & Chemical Co., 17, Rue Ahmed Orabi, Alexandria, interested in marketing line of **cosmetic products** in the United States in joint venture with a U.S., firm or under licensing arrangement; Sept. 1 via New York for 1 month; c/o Ralf le Pino, 85 Rockwell Harrison St., New York. Itinerary: New York; Seattle, Wash.; Charleston, S.C.; Los Angeles.

Construction Projects

Supplementary information on items followed by (★) and on NATO projects is available to U.S. firms domiciled in the United States from Trade Opportunities Staff, BDSA, U.S. Department of Commerce, Washington 25, D.C., or telephone WO 7-4675 in Washington.

Information on NATO projects is available from Business Services Division, BIBO, or telephone WO 7-5420.

U.S. firms not already certified to participate in NATO bidding should send a résumé of their qualifications to the Trade Opportunities Staff, as described in the brochure on the NATO international competitive bidding program, available from that division.

A list of heavy construction projects and a list of building projects published during the second quarter of 1962 is available on loan.★

AUSTRALIA—South Australia's 1962-63 construction program includes $13.25 million for schools, $18 million for hospitals. Approval given for calling tenders for several of these projects and to be reported when issued.

BOLIVIA—Comprehensive housing plan for urban teachers announced by Ministry of Education, La Paz. Drawn up by National Committee for the Construction of Housing for Urban Teachers, plan covers over 200 houses. First 50 houses will be built with funds provided by Ministry of Education. Bid invitation will be published in INTERNATIONAL COMMERCE.

GUATEMALA—Guatemala National Institute of Electrification (INDE) planning expansion of electric power capacity to provide 175,000 kw. installed capacity, estimated cost $45 million. Specific proposal now on boards calling for production of 75,000 kw., work to be completed within 20 months.

MALAYA—Malayan Government authorities giving serious consideration to 2 major public works undertakings: Construction by Penang Port Commission of deep water wharves at Butterworth, estimated cost $15 million; construction by Ministry of Agriculture & Cooperatives of Muda River irrigation project, estimated cost $123 million. Details to be reported when available.

MOZAMBIQUE—First weather radar station in Province to be installed at Mavalane Airport, Lourenco Marques, before end of 1962, according to Department of Civil Aeronautics, Mozambique. Modern radar equipment, costing more than $50,000, will be mounted in new control tower at the airport. Station will be able to recognize weather variations at distances up to 500 km., with up to 48-hr., anticipation.

PHILIPPINES—Development Bank of the Philippines authorized by President of Philippine Republic to provide 10-million peso (about $5 million) credit to help finance establishment of milk factories so production may begin within the year.

PORTUGAL—Portuguese Roads and Highway Board (Junta Autonoma de Estradas, Lisboa) has been authorized to acquire 50 million escudos (approximately $1.75 million) worth of roadbuilding equipment. Ministry of Public Roads may authorize specialists of Roads and Highway Board to visit foreign production centers to collect data on which selection of equipment will be based.

SPAIN—Plans to improve Port of Bilbao still awaiting approval of Ministry of Public Works. Within next 2 or 3 months decision as to type of projects to be approved and manner of implementation and financing will be announced. Completion of excavations for Deusto Canal, estimated to cost $1 million, expected to be first project for which tenders will be invited.

VOR equipment to be purchased in Melbourne

The Australian Department of Civil Aviation is inviting bids for the supply of Visual Omni Range equipment (VOR).

Bids must reach the Secretary, Central Contract Board, Department of Civil Aviation, Ground Floor, 499 Little Collins Street, Melbourne, Victoria, Australia, by 2:00 p.m. September 24.

Copies of the schedule and specifications (Tender Schedule C.62/61) are available on loan from the Electronics Division, BDSA, Department of Commerce, Washington 25, D.C. Copies are also available from the Australian Consulate General, 636 Fifth Ave., New York 20, N.Y.

Electrical equipment for Australian project

Bids are invited for design, manufacture, supply and erection supervision of 330 kv. circuit breakers, isolating switches, earthing switches, insulator stacks and current transformers for the Murray Switching Station, Snowy Mountains Hydro-Electric Authority (SMA).

Copies of the specification are available from SMA, P.O. Box 332, Cooma North, N.S.W., Australia, at a cost of $4.50 per set, postage paid. This charge is not refundable.

Bid deadline is October 31.

People who know say

". . . for expert export assistance, contact the nearest Department of Commerce Field Office."

Albuquerque, N. Mex., U. S. Courthouse, Phone: CHapel 7-0311, Ext. 386

Atlanta 3, Ga., 4th Fl., Home Savings Bldg., 75 Forsyth St., N.W., Phone: JAckson 2-4121, Ext. 6000

Boston 10, Mass., Room 230, 80 Federal St., Phone: CApitol 3-2312

Buffalo 3, N. Y., 504 Federal Building, 117 Ellicott St., Phone: TL. 3-4216

Charleston 4, S. C., Area 2, Sergeant Jasper Bldg., West End Broad St., Phone: 722-6551

Cheyenne, Wyo., 207 Majestic Bldg., 16th & Capitol Ave., Phone: 634-2731

Chicago 6, Ill., Room 1302, 226 West Jackson Blvd., Phone: ANdover 3-3600, Ext. 743

Cincinnati 2, Ohio, 809 Fifth Third Bank Bldg., 36 E. Fourth St., Phone: DUnbar 1-2200, Ext. 345 & 346

Cleveland 1, Ohio, 4th Floor, Federal Reserve Bank Bldg., E. 6th St. & Superior Ave., Phone: CHerry 1-7900

Dallas 1, Tex., Rm. 3-104 Merchandise Mart, 500 South Ervay St., Phone: RIverside 8-5611

Denver 2, Colo., 142 New Custom House, 19th & Stout Street, Phone: KEystone 4-4151, Ext. 598

Detroit 26, Mich., 438 Federal Building, Phone: WOodward 3-9330, Ext. 510

Greensboro, N. C., Room 407 U. S. Post Office Bldg., Phone: BRoadway 3-8234

Honolulu 13, Hawaii, 202 International Savings Bldg., 1022 Bethel St., Phone: 58831, Ext. 464

Houston 2, Tex., 610 Scanlan Bldg., 405 Main Street, Phone: Capitol 2-7201

Jacksonville 1, Fla., 425 Federal Bldg., 311 West Monroe Street, Phone: ELgin 4-7111

Kansas City 6, Mo., Room 2011, 911 Walnut Street, Phone: BAltimore 1-7000

Los Angeles 15, Calif., Room 450, Western Pacific Bldg., 1031 S. Broadway, Phone: RIchmond 9-4711, Ext. 1261

Memphis 3, Tenn., 212 Falls Bldg., 22 N. Front Street, Phone: JAckson 6-3426

Miami 32, Fla., 408 Ainsley Bldg., 14 N.E. First Ave., Phone: FRanklin 7-2581

Minneapolis 1, Minn., Room 304 Federal Bldg., 110 South Fourth Street, Phone: 339-0112

New Orleans 12, La., 1508 Masonic Temple Bldg., 333 St. Charles Ave., Phone: 529-2411, Ext. 6547

New York 1, N. Y., 61st Fl., Empire State Bldg., 350 Fifth Ave., Phone: LOngacre 3-3377

Philadelphia 7, Pa., Jefferson Bldg., 1015 Chestnut St., Phone: WAlnut 3-2400, Ext. 591

Phoenix 25, Ariz., New Federal Bldg., 230 N. 1st Ave., Phone: 261-3285

Pittsburgh 22, Pa., 1030 Park Bldg., 355 Fifth Ave., Phone: GRant 1-0800, Ext. 785

Portland 4, Oreg., 217 Old U. S. Courthouse,, 520 S.W. Morrison St., Phone: CApitol 6-3361, Ext. 421

Reno, Nev., 1479 Wells Ave., Phone: Fairview 2-7133

Richmond 19, Va., Parcel Post Bldg., 11th & Main Sts., Phone: MIlton 4-9471

St. Louis 3, Mo., 2511 Federal Bldg., 1520 Market St., Phone: MAin 1-8100

Salt Lake City 1, Utah, 222 S.W. Temple St., Phone: DAvis 8-2911, Ext. 341

San Francisco 11, Calif., Room 419 Customhouse, 555 Battery St., Phone: YUkon 6-3111

Savannah, Ga., 235 U. S. Courthouse and Post Office Bldg., 125-29 Bull Street, Phone: ADams 2-4755

Seattle 4, Wash., 809 Federal Office Bldg., 909 First Ave., Phone: MUtual 2-3300, Ext. 492

65 U.S. firms to participate in Syrian fair

Displays of consumer products to develop better living theme

Sixty five U.S. firms from 18 states will take part in the U.S. exhibition at the 9th Damascus International Trade Fair, Aug. 25-Sept. 20.

Theme of the U.S. display will be "Better Living for All." Displays and demonstrations of consumer products will help develop this theme.

This will be the fourth time the U.S. has scheduled an official exhibit in the Syrian Fair. The last time was in 1960, when over 1 million persons visited the U.S. pavilion.

In one area of the pavilion, a model living room and dining room will hold the most up-to-date U.S. furnishings and appliances, and a model kitchen will be equipped with the latest labor-saving devices.

In conjunction with this exhibit there will be a display of appliances available in the U.S. in 1932 and those available today. Accompanying statistics will compare the number of hours an average U.S. worker had to labor to buy the 1932 models, with the number of hours needed to purchase the 1962 models.

Also among the consumer goods will be easy-to-care-for fabrics and a fashion show of wash-and-wear outfits.

Part of the U.S. show will be keyed to technological advances in agriculture and irrigation. There will be a demonstration showing how to produce potable water from the brackish water often found in desert areas.

Other exhibits will include automation in poultry raising and egg-handling, a "Voice Mirror" which will illustrate the principles of telephony and allow members of the audience to hear how their voices sound over the telephone, and a full scale model of a manned Mercury space flight capsule.

The 1962 U.S. participation will mark the 118th U.S. exhibition since 1954 by the U.S. Department of Commerce's Office of International Trade Fairs (OITF).

U.S. toys, games to be displayed at London Trade Center exhibit

Show set to coincide with U.K. toy buying season; U.S. toy sales in Britain make 'significant gains'

The best products of approximately 30 U.S. toy and game manufacturers will be on display next winter at the U.S. Trade Center in London.

The show, to be held Jan. 22-Feb. 7, 1963, has been scheduled to coincide with the toy buying season in the United Kingdom. It will fall between the two leading British toy shows.

Theme of the promotion will be "Toys Are Fun." The Trade Center will be decorated along this theme to give colorful integration to the individual exhibitors' displays. The American Toy Institute will use the Center's large display window to demonstrate the educational and professional use of toys in helping children to grow, develop and learn.

L. Edward Scriven, Director of the U.S. Department of Commerce's Bureau of International Business Operations, said recently, "As a result of the liberalization of British import restrictions in November 1959, and of the full employment, higher incomes, and growing consumer goods consumption in Britain, American toys are making significant gains in that market."

He said the value of exports of U.S. toys to the U.K. in 1962 was "over a million dollars, four times greater than the pre-liberalization year 1959."

The Trade Center will facilitate the purchase of U.S. quality toys and games by enabling the British buyer to see and compare the latest products offered by the U.S. toy and game industry. He will also have the opportunity to meet representatives of U.S. exhibitors who will be there to talk business, Scriven said.

Edward P. Parker, immediate past president of the Toy Manufacturers of the U.S.A., Inc., will be industry representative for the toys and games promotion. He will provide industry-wide representation and will assist in the publicity campaign in the U.K.

This display will follow the Children's Christmas Book Show, scheduled for Dec. 12-21. The book show will differ somewhat from usual Trade Center practice in that displays and representation will be provided by British representatives of U.S. publishers.

The Trade Center is operated by the Department of Commerce in cooperation with U.S. industry and the Departments of State and Agriculture.

It provides an opportunity for U.S. manufacturers to enter the British market, with U.S. Government assistance in obtaining permanent sales representation.

Permanent exhibit facility opened in Chicago

Merchandise from many countries on display to wholesale buyers

International Marketplace, Inc., a permanent exhibition facility and wholesale merchandising program for domestic and foreign goods and services, opened its headquarters earlier this month in Chicago.

Merchandise from all parts of the world will be on display to wholesale buyers at the facility. Categories of goods to be shown include:

China and glassware, handicrafts, electronic equipment, hardware, carpets, wearing apparel and accessories, sportwear, industrial goods, beverages, confections, food products, furniture, lamps, ceramics, curtains and draperies, art objects, housewares, leather goods, jewelry, office equipment, textiles, tools, and sporting goods and toys.

International Marketplace President James J. McGuinn called the exhibition facility "a vital and timely step in Chicago's contribution to a program for greater American security through increased two-way international trade."

He said it will have attractive display space and, in addition, will feature office facilities for trade representatives, secretarial and translation services, information and market research bureaus and other merchandising aids at a convenient location.

The headquarters are at 21 E. Hubbard St. in Chicago.

New Books and Reports

Digest of Export Regulations. U.S. Department of Commerce. 1962. 6p. Free.

This booklet, consisting of excerpts from the Department's Comprehensive Export Schedule, furnishes a compact summary of U.S. export regulations, including exports subject to Department of Commerce regulation, types of licenses issued, country groupings, commodity classifications, technical data and how to determine the type of license and supporting documents required.

It can be ordered from the Superintendent of Documents at the Government Printing Office, Washington 25, D.C., or from any Department of Commerce Field Office. A 24-page Summary of U.S. Export Control Regulations (revised May 1962) is also available free of charge.

The Comprehensive Export Schedule and supplementary Current Export Bulletins may also be ordered. Subscription price is $6 ($7.50 in foreign countries). Airmail delivery, available only to subscribers in the U.S., costs an additional $4 yearly.

Trade in Agricultural Products: Reports on Country Consultations of the GATT Trade Expansion Program's Committee II. Geneva, 1962. $2.42.

Country-by-country reports on the consultations held by Committee II with 38 contracting parties to GATT. Each report includes a chapter on the agricultural policies followed by the country consulted and a chapter on its main commodities. Available only from the GATT secretariat.

Trade in Agricultural Products: Second and Third Reports of the GATT Trade Expansion Program's Committee II. Geneva, 1962. 50 p. 92 cents.

Examination of, and the Committee's general findings and conclusions on, the use and effects of agricultural protectionist measures on international trade in agricultural products, and findings of the Committee on individual groups of commodities such as: dairy products, meat, cereals, fish, sugar, vegetable oils and oilseeds. Sales No: GATT/1962-2.

International Telephone Directory. Published by International Telephone Directory, Inc. Paris, 1962. 2 vols. 3,135 p. $20.

The directory is a worldwide subscriber listing of business and professional groups, classified by country, city, type of business or profession, name of subscriber, mailing address, cable address (where supplied) and telephone number.

Each business or profession has been assigned a classification code, to standardize its location in each national section throughout the book. A blue index at the beginning of volume I lists these codes for ready reference.

The directory is printed in 4 languages, English, French, Spanish and German, one of which is used by every company involved in world trade. Comparative rates in local currencies for calls to various points in the world are listed on the first page of each national section.

Other features include instructions for making telephone calls abroad, how to call ships at sea, a table of world currency exchange rates and the telephone numbers of various international organizations.

Trade of Less-Developed Countries: Special Report. Development Plans: Study of the Third 5-Year Plan of India. Findings of the GATT Trade Expansion Program's Committee III. Geneva, 1962. 60 p. $1.38.

Findings of Committee III resulting from a product-by-product examination of such obstacles as quantitative import restrictions, tariffs, revenue duties and internal fiscal charges and State monopolies which impede the expansion of export earnings of less-developed countries. In addition, there is a survey of the trade and payments aspects of India's Third Five-Year Plan (June 1961) based on documents made available by the Indian authorities. Sales No: GATT/1962-3.

World Petroleum Report 1962. Published by Mona Palmer Publishing Company, Inc., New York, 1962. 244 p. $10.

The eighth annual edition of this review of international oil operations is an almanac of the petroleum industry. It contains a world petroleum review, area studies for each of the 8 regions into which it subdivides the world, and a complete yearly history of developments in each of 133 nations and administrative units.

Production and refining statistics are listed, as well as proven reserves in each nation. It also gives breakdowns of oil and taxation laws, explorations undertaken throughout the world, and consumption and marketing figures for each nation for which they are available. Where applicable, maps show each concession within an individual area.

Order from Mona Palmer Publishing Co., Inc., 25 W. 45th St., New York 36, N.Y.

1962 Edition of the Custom House Guide (100th year). Published by Custom House Guide, Box 7, Bowling Green Sta., Custom House, New York, 1962. 1,900 pages. $30 (plus postage).

The centennial edition contains the new GATT (General Agreements on Tariff and Trade) rates of duty applicable to thousands of commodities, effective July 1. It appears in simplified form, arranged numerically by tariff paragraphs.

It also continues to feature the latest U.S. Import Duties Reporting Numbers (U.S.I.D.).

The Guide's Port Sections are aimed at shippers conducting business through the various ports of the U.S. and its territories, as well as Canada and the Philippines. Alphabetically arranged, each port is treated independently and features Port charges, descriptions and geographical limits; various firms servicing shippers; all forms of transportation; customs personnel and consular offices.

The purchase price includes 12 monthly issues of the American Import and Export Bulletin.

The Whys and Hows of Exporting for Manufacturerers. Published by the State of New York's Department of Commerce. New York. 1961. 31 pp.

This illustrated booklet contains sections on Exporting for the Manufacturer, Channels for Exporting, Analyzing Export Opportunities, Handling the Export Order and Financing Exports.

Aimed at the beginning exporter, the booklet contains a listing of 15 foreign trade organizations which could furnish the reader with further information and a 47-entry bibliography of foreign commerce publications.

World Commerce News: a monthly newspaper dedicated to promoting international trade. Los Angeles.

This publication, whose first edition contained 12 pages of world trade information, also puts out a Spanish edition entitled Revista de Comercio Mundial. Subscription price for the International Air Mail Edition is $7 per year in North and Central America.

Companies in U.K. offer, seek U.S. manufacturing licenses

Production of partitioning, acoustic ceilings sought; two firms want arrangements for engineering products

One English manufacturer offers U.S. firms a license to produce its partitioning and acoustic ceilings. Two others seek licenses to manufacture American engineering products.

Partitioning license offered. A manufacturer of demountable partitioning and acoustic ceilings offers a license to make its products in the United States.

The partitioning consists of composite panels of aluminum, wood, or concealed framing.

Interested American firms may obtain the name and address of this firm from the Office of International Investment, Code 1015, U.S. Department of Commerce, Washington 25, D.C.

Machining, fabrication. A general engineering firm engaged in ship repairing wishes to be licensed to manufacture a product with a high proportion of medium-heavy machining.

Write to C. H. Bailey, Ltd., Alexandra Dock, Newport, Monmouthshire, England.

Engineering products. A firm of shipbuilders and engineers wants a license to manufacture engineering products.

It states that it has fully equipped engineering works including heavy, medium and light machine shops, boiler and fabrication shops, and complete pipework, pattern making, assembly, and testing facilities.

Write to Cammell Laird & Co., (Shipbuilders & Engineers) Ltd., Birkenhead, Cheshire, England.

Austrian shoe products firm wants license

Automatic production methods, capital for expansion sought

An Austrian shoe and leather products factory wants a license for the application of automatic production methods to manufacture shoes and boots.

The firm also wants investment capital to expand its production to include rubber and textile goods.

Write to Robert Klima, Schuhfbrik, Reuchlinstr. Linz/Donau, Austria.

4 Israeli firms seek arrangements for manufacture

Production of punch presses, spray cans, other items asked

A preliminary survey of interview reports furnished by the U.S. Trade Mission to Israel indicates 4 firms interested in arrangements to produce such American products as cosmetics, presses, special containers and carbon paper.

284 Cosmetics

Wishes licensing or joint-venture arrangement to broaden present production. Exports to Turkey and Greece. Sulamith, Ltd., 23, Hagra St., Tel Aviv.

341 Metal Cans

An importer of pharmaceuticals and chemicals wishes processes, know-how and machinery to produce 20,000 Aerosol cans and valves each month.

Would like licensing or joint venture agreement. Edgar Horovitz, P.O. Box 1146, Tel Aviv, Israel.

354 Metalworking Machinery

Manufacturer of inclinable and rigid punch presses up to 60 tons wishes to include production of 80, 100, 120 and 150 ton sizes.

Seeks a licensing or joint venture arrangement. Would market locally and export. Vulcan Foundries, Ltd., P.O. Box 624, Haifa Bay.

395 Office Supplies

Manufacturer of continuous and other business forms, carbon paper and other office supplies seeks a licensing arrangement to produce carbon paper and related lines. Oniyah, Ltd., P.O. Box 1700, 10 Derekh Hashalom St., Tel Aviv.

Firm in Lisbon seeks capital to make lenses

Says market potential good for better quality product

A Lisbon firm dealing in optical goods and scientific instruments seeks investment capital to establish a factory to produce high grade ophthalmic lenses.

The total investment needed is estimated at a minimum of $100,000. The U.S. investor would provide an estimated 40% of this total and would be afforded a proportionate share in management.

The firm would prefer to enter into a financial arrangement with an established U.S. ophthalmic goods manufacturer.

Write to J. A. Ribeiro & Cie., Ldta., 222-226 Rua do Ouro, Lisbon 2, Portugal.

Canadian company offers tube dispenser license

A Canadian firm offers a license for the manufacture of its tube dispenser on a royalty basis.

The dispenser is a chrome-plated steel container, about 1½" square and 7" high. It is fitted with a patented rotor, which on turning, permits toothpaste, shaving cream, or shoe polish to be dispensed in controlled amounts from the bottom of the container.

Additional information is available from Office of International Investment, Code 1016, U.S. Department of Commerce, Washington 25, D.C.

Irish surgical dressing firm wants to diversify

An Irish manufacturer of surgical dressings, and chemical and pharmaceutical products wants to expand its present activities by diversifying.

It seeks a license to produce products which would utilize its present facilities.

Write Lilmar Pharmaceutical, Ltd., Santry, Dublin 9.

Patent licensing terms with German firms reviewed in new report listing legal aspects

No restrictions, but German Federal Bank to be notified of transactions; contractual relations and taxes discussed; many benefits available

Patent licensing arrangements between German firms and non-German licensors have been entirely unrestricted since Sept. 1, 1961. Incoming and outgoing payments in connection with such licensing arrangements are also unrestricted.

German authorities and businessmen appreciate the benefits resulting from present licensing arrangements with non-Germans, according to a report just prepared by the Department of Commerce. The report, not yet published, was written in the European division of the Office of Regional Economics in cooperation with the American Embassy at Bonn.

Since December 1958, the German mark has been freely convertible for capital and current transactions of residents and non-residents.

There are no restrictions on long-term direct investments in the Federal Republic of Germany or West Berlin. However, the German Federal Bank is to be notified of any transactions and payments resulting from them in accordance with the Foreign Trade Law and its Implementing Ordinance.

Utilization of patent rights

An individual or firm wishing to utilize a patent right may arrange for an association which can take many forms, e.g., of a partnership or of a corporation or, less often, of a share association. If considerable capital is required, the form of a corporation (joint stock corporation, limited liability company) is usually preferred over the partnership arrangement.

The patent owner may become partner or shareholder of the organization exploiting the patent by contributing his patent right to the capital instead of cash, or he may make it available to the organization for utilization only. His decision becomes of practical importance in case of the organization's insolvency. If the patent is part of the company capital, it will be auctioned off together with the company's assets and will, thereby, be lost to the patent holder. If, on the other hand, the patent is merely used by the company, it will remain at the patentee's disposal.

The sale of a patent is usually accomplished by means of a contract for which no special form is prescribed. Change of the patent ownership must be reported to the German Patent Office because rights under a patent can be claimed only by the person who is recorded in the Office's register. The seller of the patent guarantees to the purchaser that he alone can dispose of the patent; that the patent is recorded in the register of the German Patent Office; that it is free of a third party's rights (i.e., that there are no other licensing rights and/or prior utilization rights), that the patent is not dependent on an older patent, and that it is technically practicable. In case the patent is subsequently declared invalid, the buyer is entitled to an adequate discount on the original purchase price and, in certain cases, may withdraw from the contract.

World Trade Directory Reports

World Trade Directory Reports on foreign firms are available for $1 a copy from the International Marketing Information Division, Bureau of International Business Operations, Department of Commerce, Washington 25, D.C., or from the Department's field offices. These reports supply data on the capitalization, affiliations, business reputation, and other matters giving a general picture of the organization of foreign firms.

Most common form

The most common form of patent exploitation is the licensing agreement. A licensing contract gives the licensee the right to use the patent, as a rule, against payment of a fee. The licensor may choose between two types of licenses: the exclusive and the straight license.

The licensor, like the seller of a patent, guarantees to the licensee that he alone can dispose of the patent, that the patent is properly recorded and he may guarantee its legal status, i.e., its validity. The licensor is responsible for the patent's technical practicability but is not liable for the invention's readiness for manufacture or its profitability unless the licensing contract contains such stipulation.

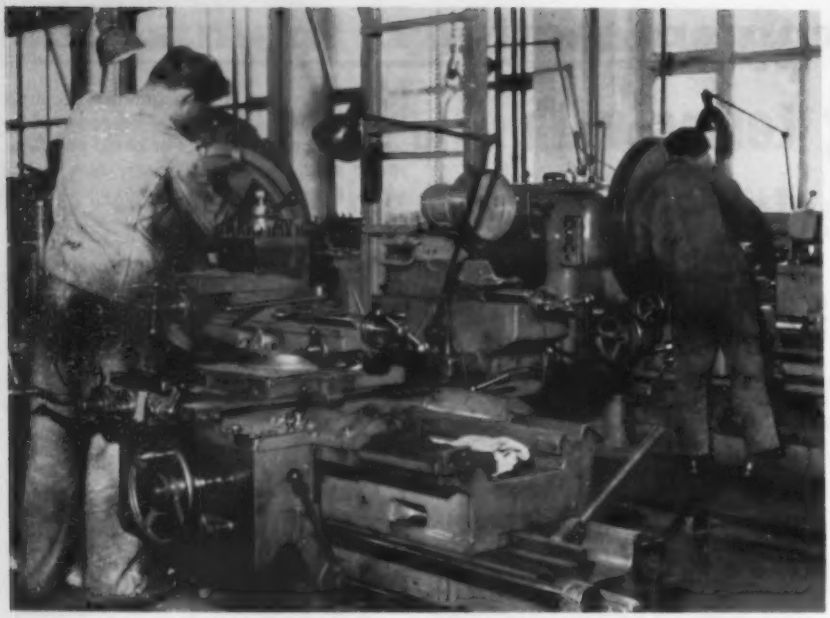
If a patent is declared invalid, license fees which have been paid are as a rule not returnable. A liability for damage on the part of the licensor will only arise if the invalidity of the patent was his fault. In every licensing contract the licensee must agree not to institute action for invalidating the patent under which the license is granted. An exclusive licensee is not permitted to institute an invalidation action even if this has not been specifically stipulated.

Sole right

In the case of an exclusive license the licensee has the sole right to exploit the patent and to bring suit for patent violations; he may also transfer his right or grant sub-licenses. The licensor may grant other licenses only with the permission of the exclusive licensee; he may not renounce the patent. An exclusive license may be recorded in the patent register of the German Patent Office.

The straight license establishes merely contractual relations between the licensor and licensee. The licensor is free to grant additional licenses to others and he alone remains entitled to take steps against patent infringements.

Licensing contracts may be modified in many ways to serve the licensor's specific purposes or intentions. There are licenses for the manufacture, the distribution, or the use of a patented item, as well as licenses limiting the use of a



PRECISION OPERATION: Task of this special lathe operator in a Stuttgart textile and machine tool factory is to guarantee exact rotation of needle cylinders. (German Information Center photograph)

patent to a certain region, time, or quantity.

All these restrictions on the rights of the licensee carry a legal importance. If the licensee exceeds his authority, he may be subject not only to claims for indemnity and/or injunction but also, upon the licensor's request, to penal prosecution.

United States firms and individuals residing in the United States are not liable to the German income tax for licensing fees, royalties, and similar revenues received from the Federal Republic or West Berlin for use of patents and scientific or literary works.

On the other hand, German tax authorities consider the payment of royalties by a German firm or resident individual a transaction taking place within the Federal Republic and, therefore, subject to the regular turnover tax, currently 4%. This tax is not exempt under the United States-German double taxation convention. According to the German turnover tax law (section 9), the licensor is the debtor of the tax on royalty payments. An amendment of Dec. 24, 1954, provides for the withholding of the turnover tax by the German licensee if the licensor has neither residence nor domicile nor manufacturing plant in the Federal Republic or West Berlin.

Virtually the whole responsibility for obtaining the German authorities' approval of a licensing project rests with the licensee. This fact may make it necessary for the licensor to grant the prospective licensee a certain degree of freedom in conducting his negotiations.

More details

Additional details on business operations in West Germany can be found in the booklet, *Establishing a Business in the Federal Republic of Germany and West Berlin*, Part 1 of the World Trade Information Service series, No. 62-6. It is for sale for 15¢ by the Superintendent of Public Documents, Washington 25, D. C. It can also be ordered through any Department of Commerce field office.

Chile sets second-half 1962 import quotas on foodstuffs

Food import quotas for Chile's northern duty-free zone from July to December 1962 have been announced, the U.S. Embassy in Santiago reports.

In metric tons, the quotas are as follows: fresh eggs, 300; citrus fruits, 3,500; dry whole milk, 210; non-fat dry milk, 3,000; wheat flour, 3,000.

For condensed milk, the quota is 48,000 cases of 48 cans each.

Viet-Nam import lists spell out financing rules

Some goods may not enter with financing by Vietnamese funds

Goods importable into South Viet-Nam with foreign or domestic financing are itemized on two lists now available from selected Commerce Department field offices.

One, drawn up by the U.S. aid mission to Viet-Nam, lists commodities eligible for importation with United States, Vietnamese, and Japanese funds. The list is revised from time to time.

The other list, issued by the Viet-Nam Department of National Economy, shows those commodities which are not eligible for importation with funds owned by the Government of Viet-Nam.

U.S. imports up

The steady rise in imports from the United States is due in large part to the "limited world-wide" procurement policy restricting U.S. aid-financed procurement of goods and services to the United States and certain other countries. Viet-Nam's U.S. imports climbed from $61 million in 1960 to $68.3 million in 1961, representing 25 and 27% of total imports. First-quarter 1962 trade data—the latest available—show the U.S. accounting for 59% of all import licenses, indicating a sharp increase.

Firms interested in obtaining copies of the two lists are invited to contact any of the following Commerce Department field offices: Boston, Buffalo, Charleston, Chicago, Cincinnati, Cleveland, Dallas, Detroit, Houston, Los Angeles, New Orleans, New York, Philadelphia, Pittsburgh, San Francisco, Seattle. Firms in other field office districts should obtain copies from the Far Eastern Division, Bureau of International Programs, U.S. Department of Commerce, Washington 25, D.C.

Further information on articles appearing in this department, and on current foreign government trade and investment regulations for all countries in the world, is available from the Office of Regional Economics, Bureau of International Programs, Dept. of Commerce, Washington, D.C., or as indicated in individual stories.

Chad's quotas set for non-franc zone —U.S. items cut

Autos, trucks categories raised, quotas lifted on gasoline, oils

Non-franc zone purchases totaling $9.4 million are allotted under Chad's fiscal 1963 import program, published by the Chamber of Commerce, Agriculture, and Industry.

The quota for imports from the Common Market (excluding France) is $4.8 million, and the global quota for the rest of the world amounts to $4.6 million, the U.S. Embassy at Fort Lamy reports.

Reductions

Global quotas for some categories of goods which were among the leading U.S. exports to Chad in 1961 have been reduced in this year's program.

The quota for gasoline, lubricating oils and greases, kerosene, and diesel oil, for example, has been eliminated, and the allocation for imports of air-conditioning and refrigerating equipment from non-Common Market sources has been dropped to $47,000.

The global quota for 2-wheel drive passenger cars and trucks with less than 3-ton carrying capacity (and parts), however, has been increased to $445,000, and that for new and used clothing has been set at $152,000.

Major items

Global quotas for other major categories of goods are: vegetables, fruit, coffee, tea, wheat flour, malt, and similar products, $1 million; non-electrical machinery, $344,000; wines and liquors, $324,000; furniture, carvings, toys and miscellaneous manufactured articles, $243,000; unprinted fabrics of synthetic fibers, $243,000; printed fabrics of cotton or synthetic fibers, $219,000; and soaps, glues, explosives, photographic supplies, and chemicals (except insecticides), $122,000.

Further information about the Chadian import program may be obtained from the Africa Division, Bureau of International Programs, U.S. Department of Commerce, Washington 25, D.C.

Stepped-up EEC duty-cutting halves industrial tariffs

Accumulated cuts in EEC (European Economic Community) internal duties on industrial products now total 50% from 1957 base rates, following a July 1 reduction of 10%, further accelerating the EEC duty-paring program.

The July 1 action also cut duties on some agricultural products by 5%, bringing the accumulated reductions to 35%.

The 6 EEC countries took the step under a May 14 Council of Ministers' decision to step up for a second time the timetable for eliminating internal duties.

2½ years ahead

The second of three alignments of national tariffs towards the Common External Tariff (CXT) will take place on July 1, 1963—not on December 31, 1965, as originally planned.

The pace of tariff moves that the authors of the Rome Treaty thought reasonable in 1957 has thus been far exceeded. Instead of the 25% reduction scheduled by the authors of the Rome Treaty for the end of the first stage, internal duties on industrial products have been halved only 6 months after the end of that stage, while duties on agricultural products have been cut by more than the required minimum.

Mexican prior import permit needed for more commodities

Mexico added over 25 items to its prior import permit list from May 30 to June 18, according to a *Diario Oficial* listing.

The diversified grouping includes certain chemicals, insecticide sprayers, machine belts, lineal measures, air brakes and their separate parts, iron or steel drills, fuses and fuse plugs for electric installations, loudspeakers, channel and wave selectors, gaskets, asbestos sheets, automatic meters for liquids or gases, and special-purpose vehicles for collecting garbage. These items require a prior import permit from the Mexican Ministry of Industry and Commerce.

Information on specific tariff classifications may be secured from local U.S. Department of Commerce field offices.

Japan's taxes on quality liquors climb to 15%

Gap widened between imported and domestic brands under new action of Ministry of Finance

Imported whiskies and brandies priced at the yen equivalent of $2.22 or more per litre (based on cost, insurance and freight plus import duties) are now subject in Japan to a 150% commodity tax, while most other high-priced liquors are subject to a 100% ad valorem tax. In thus applying a law effective last April 1, the Ministry of Finance has increased the price ratio between imported and domestic brands, since the latter continue in many cases to be taxed at the old specific rates.

For domestic liquors the 150% ad valorem tax is calculated on the wholesale price.

Under the law, liquors selling for less than certain amounts—determined by the Ministry—are to continue bearing specific taxes formerly applied to liquors of all prices.

Rate schedule

The Ministry of Finance prescribed that the new rates applied when the cost per litre equaled or exceeded the yen equivalent of the prices indicated: whisky, $2.22, 150%; brandy, $3.33, 150%; spirits, $1.11, 100%; wines and liquors, $2.22, 100%; sparkling types, $2.50, 100%; and others, $1.94, 50%.

The high ad valorem taxes affect almost all imported liquors except beer, the specific tax for which was lowered from the yen equivalent of $307.77 per kilolitre to $263.89 per kilolitre.

In addition to the taxes, imported liquors are subject to import tariffs. On June 1, 1961, Japan changed the tariff rates on most alcoholic beverages from ad valorem rates to specific rates. Some rates, including those of 35% on bourbon, 40% on rye whisky, 45% on rum, and 50% on gin, were bound by GATT (General Agreement on Tariffs and Trade) and therefore remained unchanged.

Import tariffs on other types of alcoholic beverages, such as scotch and brandy, were raised to the yen equivalent of $1.53 per litre and $1.94 per litre, respectively.

SMALL HOTEL: This Tunisian tourist hotel comes equipped with the standard swimming pool, even in water-short North Africa. Tunisia's new 3-year plan stresses development of the tourist industry, and an American firm has contracted to build and manage a $4.8 million hotel in Tunis. (World Bank Photo)

Tunisia embarks on 3-year plan; may boost U.S. sales, investment

Need capital goods; aim at 44% import rise; U.S. investment guaranteed; exempted from Tunisification Law

Tunisia's new 3-Year Development Plan, recently approved by the National Assembly, offers increased opportunity for U.S. investment capital and exports of capital goods and equipment.

The Plan calls for a net investment of approximately $785 million during the 3-year period. In the third year of the Plan (1964) imports will reportedly equal $261 million, an increase of 44% over 1961. The major part of these imports will be in the chemical, metallurgical, food processing and textile industries, as well as in the field of agriculture.

These imports will be largely controlled by the Government through the newly-created Office of Commerce and limited primarily to capital goods and items essential to the Plan.

The Plan will be financed through domestic public and private savings and foreign supply credits, loans and grants. According to the Plan, foreign funds are not to exceed 50% of the investment. Funds have already been promised by the U.S., Italy, France, Sweden, Germany and Czechoslovakia.

The U.S. economic assistance program for 1962 has made approximately $30 million available to Tunisia. Projects underway through AID financing include the Bed Neban Dam, El Aouina Airport and a pulp and paper plant. Other AID funds are set aside for the financing of U.S. exports, and there are also limited funds in local currency available to U.S. investors under the Cooley Loan provision of PL 480.

The 3-Year Plan includes a comprehensive outline of projects to be undertaken in the next 3 years, plus estimated purchases of equipment which will be needed to complete them.

In the field of port improvement, La Goulette is in line for an expenditure of $7 million over the next 3 years, with $238,000 going specifically to the purchase of dredging equipment.

Agricultural projects outlined under the Plan require purchases of $952,000 for spraying equipment, $130,900 for botanical equipment, and $238,000 for young seedlings.

Fishing fleet grows

The fishing industry expects to purchase 10 open sea trawlers for $1.2 million, 10 lampara trawlers for $833,000 and 120 fishing boats for $571,200. Under the Plan, $314,160 will be used to equip the fishing ports with refrigerating equipment.

The larger industrial projects include a cellulose plant ($5.1 million); a nitrate fertilizer plant ($13.1 million); a superphosphate plant ($13.9 million), which is already under contract to Forenade, a Swedish firm; an oil refinery at Bizerte ($17.6 million); and a 70,000-ton capacity steelworks ($19 million). Procurement of equipment needed in these projects will be handled by the company winning the contract.

In the field of transportation and communications, the Plan calls for the purchase of 12 locomotives for $1.43 million, plus $363,200 for locomotive replacement parts, $714,000 for short wave transmitters, equipment valued at $357,000 for 3 studios at the Tunis radio station and the construction of a $1.2 million airport.

Tourists wanted

Tunisia plans to make a concerted effort to promote tourist trade during the 3 years of the Plan in order to attract foreign exchange. An American firm has already contracted to construct and manage a $4.8 million hotel in Tunis. The Plan devotes $14.2 million to the promotion of tourism, indicating the importance being attached to it.

Tunisia also plans to recruit a large number of foreign technicians to aid in her construction program. They will be used to help construct hotels, urban housing, exhibit centers, new schools and public and private office buildings. Tech-

nicians have already been recruited from Czechoslovakia and Italy.

Stimulus to investors

As an inducement to foreign investors, the Tunisian Government offers the following inducements to new industries:

- Exemption from business income tax for the first 5 years of effective activity; the exemption may be prolonged, if necessary, for the next 5 years for that part of the profit which has been reinvested in the enterprise.
- Exemption from stamp taxes on the deeds that establish the enterprise or illustrate or record increases in the invested capital, changes in the judicial status, mergers and contributions during the enterprise's first 5 financial years.
- Exemption from the tax on dividends, interest and bonuses, which is normally assessable on loans contracted to establish or expand an enterprise, or the tax assessable on that part of profits distributed to shares issued for the same purpose, not to exceed annually 6% of the nominal value of these shares.
- Exemption from taxes on the rental values of the premises owned and used by the enterprise.
- Reduction of taxes on imported equipment belonging to enterprises that transfer their operations to Tunisia.
- Protection of goods from similar imports.
- Enterprises building up or having built premises to accommodate their staff are authorized, as soon as these premises are ready, to make a special amortization equalling 50% of the total cost and to amortize the balance in 10 years time.

Before these provisions are granted, the Ministry of the Plan & Finance in Tunis must be consulted, since it has primary responsibility for the Plan.

U.S. investment guaranteed

The U.S. and Tunisia signed an Investment Guarantee Agreement in 1959 which allows U.S. firms to guarantee their investment against losses from expropriation or due to war damage, as well as guarantee that local currency receipts from investment in either country will remain convertible into dollars.

The agreement also exempts U.S. firms from the 1961 Tunisification Law promulgated by the Government in an effort to put industry, especially commerce, under the control of Tunisians. This law stipulates among other things that 50% of any enterprise must be owned by Tunisians. It also requires a majority of the directors of any firm to be Tunisian.

The Tunisian Government handles the letting of all bids on projects financed by AID through the Ministry of the Plan & Finance, Tunis. These bids will be publicized as they are let in INTERNATIONAL COMMERCE and by the Tunisian Embassy in Washington. Some of the bids are open to international bidding while others are restricted to the U.S. under the provision of AID loans.

American exports of aluminum show mixed trend

April shipments dip but 5-month total surpasses showing in '61

U.S. exports of crude aluminum and semifabricated shapes in May were down slightly from April but the 5-month total topped last year, the Business and Defense Services Administration reports. Imports, meanwhile, have gained consistently.

Exports of crude in May were 19.4 million pounds, compared with 20.8 million in April. The 5-month total was 124.6 million pounds, compared to 112.8 million in 1961.

Aluminum semifabricated exports were 7.3 million pounds in May, against 9.3 million in April. The 5-month total boomed to 43.1 million pounds, up from 24 million a year ago.

Aluminum scrap exports in May dropped to 10 million pounds from 10.8 million in April, with a 5-month total of 57.9 million pounds, down from 76.5 million in 1961.

Imports of crude aluminum in May reached 61.9 million pounds compared with 46.3 million in April. The 5-month total went to 205.6 million pounds compared with 128.7 million in 1961. Imports in 1962 have been higher from each of the principal supplying countries—Canada, Norway and France.

Imports of aluminum semifabricated shapes were also up in May, 13.1 million pounds compared with 12.1 million in April. The 5-month total rose to 59.7 million pounds, up from 41.2 million in 1961.

French electric equipment industry continues growth

Jumps another 11% in 1961; U. S. remains leading supplier

French production of electrical equipment rose a "normal" 10% during 1961, as the industry has experienced an average annual growth rate of 11% for the last 6 years. The U.S. continues to be France's leading supplier, with sales totaling $73.7 million.

Total electrical equipment sales were a record $2.48 billion, compared to $2.28 billion in 1960.

Sales of lighting equipment registered the greatest relative increase, jumping from $28.1 million in 1960 to $68.7 million in 1961. Other equipment registering increases included relays, non-alkaline storage batteries, industrial electrical fittings and transformers and static converters.

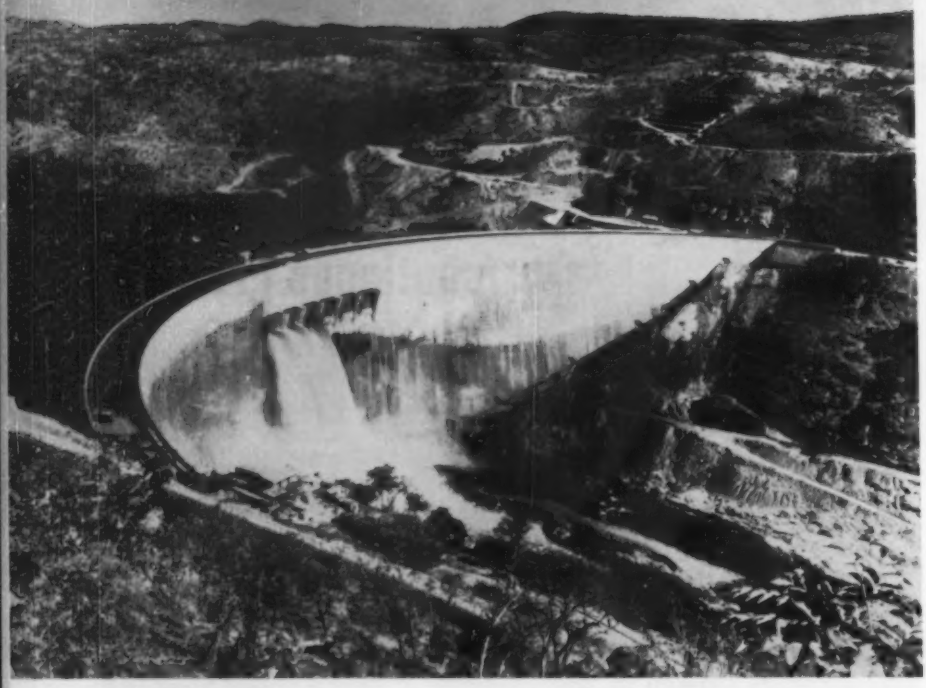
Electrical equipment exports rose from $19 to $21 million, reflecting the growing potential of the Common Market as France becomes more competitive in the industry. Imports shot up 52% over 1960, as sales rose to $200 million. This increase stemmed from both increased demand and the elimination of quota restrictions. Imports from the Common Market amounted to $85.3 million.

Imports of electrical equipment are expected to continue to rise, but at a declining rate. The commodity areas expected to have the greatest potential for imports are lighting equipment, transformers, signalling equipment, electrical fitting and alkaline storage batteries.

Further information about country or area articles appearing in this department, as well as current information on commercial and economic conditions throughout the world, can be obtained from the Office of Regional Economics, Bureau of International Programs, Department of Commerce, Washington, D.C.

Commodity stories generally are prepared by the Business and Defense Services Administration (BDSA) industry divisions.

Reports are based on dispatches from U.S. Foreign Service posts and on departmental analysis.



ECONOMY BACKS UP: Not even enormous projects like the Kariba Gorge dam in Northern Rhodesia have been able to inject a spark into the Federation's economy, and the outlook is dreary. (World Bank Photo.)

Tobacco sales may set new record in Rhodesia; corn, tea, sugar production climbing

Plagued by political troubles, Federation's economy reported sluggish with agriculture the bright spot in generally drab picture

Future prospects for the Rhodesian economy are not without hope, but the immediate outlook is somewhat dim. Observers report a business slump may be imminent, but they see hope in agricultural reports and the gradual acquirement of technical training by native Rhodesians.

Little change occurred in the generally sluggish economy of the Federation in the opening months of 1962.

After a dull start, business turnovers improved in March due primarily to the boost given the economy by the opening of tobacco sales, according to the U.S. Consulate General in Salisbury.

Total imports dipped slightly through March, while the Federation's exports were up by over $16.8 million.

Business slump likely

Overall, observers felt that the long-awaited busines slump may be imminent. Caution brought on by the political situation, increased taxation of Europeans, and a steady rise in the cost of living seem to indicate a period of even greater sales declines.

The extent of this period may be determined by the time taken to increase the productivity of Africans through technical training and general experience. During this period African wages will almost certainly continue their sharp upward climb from today's low levels.

Pressures for wage increases for African workers are building up and labor agitation is increasingly aggressive. Negotiations between African copper miners and the mining companies broke down and set the stage for a second quarter strike on the Copperbelt.

Copper production, the largest single element in the Federation's Gross National Product, was slightly above first quarter 1961 totals but 4% below the last quarter of 1961.

The value of building plans approved in urban and suburban areas continued downwards and even dropped below their value in 1954, the first year of Federation.

Agriculture remained a bright spot in the generally drab economic picture. Tobacco sales started off strong and with tobacco yields estimated above 1961, a new record appeared likely. A corn surplus is predicted; Nyasaland tea production is up; and the Federation is nearing self-sufficiency in sugar. The Southern Rhodesian Government has announced plans for encouraging the faster introduction of African farmers into the cash economy.

Politics paramount

Political problems continued to dominate, and seemed to have a more than usually debilitating effect on business confidence.

Foreign exchange reserves declined steadily during the quarter, dropping from $137.6 million to $114.3 million. Partially due to seasonal effects, the 17% drop was not viewed as serious by banking circles, who unofficially maintain that the $112 million mark for reserves is quite satisfactory.

The reserve position was expected to improve as the proceeds of the tobacco sales which began in mid-March were received.

The Federal Minister of Finance negotiated 2 loans of $5 and $3 million

Staple market best

In the short-term, it seems that traders selling necessity or semi-necessity goods to Africans will do well, as will a few who are trading in African status-symbols. A lower turnover rate is likely to hit most sharply those dealing in luxury and semi-luxury lines for Europeans, so efficient management is now doubly a must.

from the New York Branches of Barclays Bank, D. C. O., and the Standard Bank of South Africa. Both were for 2 years at 5¾%. Under the constitutional division, the Federal Government will receive 61% of the money, Northern Rhodesia 17%, Southern Rhodesia 16%, and Nyasaland 6%, for their development programs.

Preliminary data indicate that the Federation had a favorable external trading balance of $32.9 million during the first quarter. This was well above the $11.8 million surplus for the comparable period of 1961, but nearly $16.8 million below fourth quarter 1961.

Imports of $105 million through the end of March were down 3% from the same period last year, while Federation exports of $133 remained steady.

U.S. sales dip

The decline in total imports was reflected in the Federation's purchases of U. S. goods.

First quarter imports of U.S. merchandise totalled $5.5 million, $70,000 lower than first quarter 1961 and $58,800 lower than for the final quarter of 1961. Exports of almost $3 million to the U.S. were up $75,000 over 1961.

A statistical breakdown of the first quarter American imports is not yet available, however, the trade pattern was probably similar to the final quarter of 1961, with wheat shipments helping to meet a slight decline in machinery sales. Chrome ore accounted for the bulk of the Federation's exports to the U.S., since copper shipments have reportedly not yet resumed.

The United Kingdom and South Africa continued as the Federation's principal trading partners. Common Market (EEC) countries maintained their 9% share of the Federal market, about $6.4 million. Exports to EEC countries jumped from 21% of the Federation's total in 1961 to 31% for the first 2 months of 1962. West Germany continued as the Federation's best EEC customer, although Italy almost doubled its purchases over January and February

Japan moving in

Trade with Japan was running slightly lower than in 1961, but prospects for expansion improved during the first quarter. Under a new trade agreement, most-favored-nation terms will be accorded to a much wider range of Japanese imports, including consumer goods and materials for mining, industrial and agricultural use.

However, certain items, notably inexpensive cotton and rayon piece goods, are still subject to import control, in order to avoid undue disruption of Federal industry.

The Federal Ministry of Commerce and Industry announced liberalization of imports from Poland. Liberalization measures cover motor cycles and scooters, machine and handtools, sheet glass and glassware, drugs and pharmaceuticals, sporting and athletic goods, toys, most musical instruments, nylon piece goods, unmanufactured coniferous timber, and electrical and fluorescent lamps.

The Ministry has also announced that it will consider applications for import permits for other Polish goods which do not compete with Federal industry's products. Included in this category are agricultural, mining and industrial machinery, electrical machinery and apparatus, electrical household appliances, chemicals, haberdashery, newsprint, and piece goods for industrial use.

Summary

Rhodesian imports down slightly, (3%), through March.

Exports up by over $16.8 million.

Wages expected to continue sharp upward climb.

Labor agitation is increasingly aggressive.

Copper production (largest element in GNP) up slightly over 1st quarter '61, but down 4% from last quarter '61.

Agriculture remains the bright spot in the economic picture. Tobacco sales off to strong start, and a new record is likely. Corn surplus is predicted. Tea production is up. Sugar self-sufficiency is near.

Foreign exchange reserves declined from $137 million to $114.3 million. The 17% drop is not viewed as serious by responsible banking circles.

Two loans, totaling $8 million, negotiated for development programs.

1st quarter imports of U.S. merchandise total $5.5 million. Exports to the U.S. total almost $3 million.

Chrome ore accounts for bulk of export to U.S.

Index of industrial production moved up to 112.2 (1959 = 100) due to seasonal advance in fertilizer output.

Final building construction figures for '61 show drop in approved plans from $51.1 million in '60 to $35.2 million.

Retail sales decline

The latest February figures indicate a marked decline of 6.4% in Federation sales turnover compared with February 1961. There was a drop of 11.2% in Southern Rhodesia (especially outside Salisbury), and a drop in Lusaka. However, these were partially offset by an increase on the Copperbelt, giving Northern Rhodesia an overall increase of 1.6%, and in Nyasaland where the turnover was up 5%. Sales do not appear to have picked up as they should have, following the post-Christmas letdown in January.

Depressed sections included building suppliers, furniture stores, electrical trades, general engineering, and food shops. A recent downward trend has also hit clothiers, department stores and cooperatives.

Relaxations in installment buying regulations were announced for radios, TV sets, refrigerators, stoves, pianos, sewing machines, air conditioning units and private cars in January to stimulate trade in these commodities.

The index of industrial production moved up to 112.2 (1959=100) from a January low of 103.2, due mainly to a seasonal advance in fertilizer output. However some industries, especially clothing and textiles, are beginning to feel the pinch of declining sales.

The 108.3 average for the quarter was slightly higher than the first 3 months of 1961, but down sharply from the 111.3 average for the final quarter of 1961.

The index featured impressive advances in brewing and cigarette manufacture, which may possibly be checked by new taxes on these items. There was some evidence of a downturn in clothing, textiles and electrical equipment, but figures for iron and steel were satisfactory.

Non-metallic mineral products including bricks, cement, clay products and asbestos cement products reflected the slump in the construction industry.

Further confirmation of the building construction industry's depressed state came from the final 1961 figures for building plans approved in municipalities and suburban areas. The total of

$35.2 million fell off sharply from $51.1 million in 1960.

The value and number of property transfers in 1961 was not altogether unsatisfactory although there was a sizable drop from the 1960 figures. Transfers fell from $53.2 million in 1960 to $39.2 million in 1961, a figure which included the major transfer of $9.2 million from the steel works at Que Que to the new Rhodesian Iron and Steel Company.

Causes for slump

There are 2 principal economic causes for the inactive property market. First, the property boom was due chiefly to transfers of large land blocks for township development which led to heavy sales of plots and speculation in city-center property which has ended.

Secondly, the heavy drop in availability of mortgages to the man-in-the-street, particularly last year, has severely restricted house sales. The number of 1961 mortgages registered, 2,700, was little more than half that of 1960.

Old firm goes under

A provisional order for compulsory liquidation of A. G. Hendrie & Co. Ltd., a real estate agency which has traded since the earliest years of Southern Rhodesia, was indicative of the serious nature of the business slump throughout the Federation.

Also illustrative of depressed conditions were the reports of 2 producing companies issued during the quarter. Rhodesia Cement Ltd. reported that its profits were reduced almost to the vanishing point and that no dividend would be paid. Rhodesian Brick & Potteries, Ltd., reported that sales were maintained at Salisbury, but there was a sharp decline at Bulawayo; profits fell again and for the second straight year no dividend is to be paid.

Confused steel trends

The Central African Steel Corporation of Bulawayo (Southern Rhodesia's only steel rolling mill apart from that of the Rhodesian Iron and Steel Corporation) closed during the quarter, owing to lack of market. The main reason given was the state of the building industry. On the positive side, the press reported from Que Que (Southern Rhodesia's steel center) that it had been "confirmed" that an international steel factory was scheduled to be opened in the town.

The name of the company concerned was not mentioned.

Sagging German movie-industry considers drastic "self-help" plan

U. S. imports fall, but box-office share is good; Government will probably help with indirect subsidies

After a 4-year downward trend in production and receipts, the West German film industry has reached a state of acute crisis, according to the U.S. Department of Commerce's Photographic and Business Equipment Division.

Feature film production in 1961 reached a new low of 75, down from 95 in 1960. The German film industry trade association reports that 1961 receipts were $191.7 million compared to $207 million, and reported that attendance at movie theaters in 1961 slipped 15% to 518 million.

The sharp declines in attendance and production are blamed on the steady growth in television ownership and the growing number of private automobile owners, which have steadily increased the range and variety of diversion open to the general public.

Another factor affecting production is the conflict between the domestic and foreign markets for German films. On the home market, the most dependable money makers are the highly-sentimental, local color, native films, but these enjoy only limited popularity abroad. On the other hand for more sophisticated German films there is an insufficient domestic market.

The German industry estimates costs for an average production at $325,000. Average receipts from the domestic market come to $200,000 and foreign receipts $50,000, leaving an average deficit of $75,000. These circumstances brought on this year's bankruptcy of UFA/Film Hansa, Germany's largest producer and distributor of films.

U. S. films down, receipts up

With the decline in German production, foreign films are taking more of the German market. The number of U.S. films released in Germany declined from 175 in 1960 to 139 in 1961. However, because of their high popularity, as well as the shortage of German films, they enjoyed wider exhibition and are believed to have increased their share of total box-office receipts in 1961.

It is now generally realized that the German film industry is in trouble and both the industry and the Government are working out plans to put film production back on a healthy basis. No measures to curb foreign imports are expected, but the German Government will probably step up its program of indirect subsidies through increased cash premiums for those films designated by the Film Review Office as "meritorious," and through limited subsidies for foreign promotion of German films.

The proposed "self-help program" being worked out jointly by producers, exhibitors and distributors, appears to be the chief hope for reviving film production. This program provides that a general fund be established for financing new production, increased market research and advertising, and recruitment of new talent.

The fund will be financed by a 3% tax on gross box-office receipts, distributed as follows: 1.7% by exhibitors, .8% by producers, and .5% by distributors. Theaters with a turnover of less than $25,000 will be exempted. The levy is expected to provide a fund of $3.7 to $5 million annually, which will be administered by a committee composed of representatives of producers, exhibitors, and distributors.

Rocky road

A number of important hurdles must be overcome before the plan can go into effect. The most difficult is the condition that the entertainment tax on movie admissions be eliminated. Another is to secure approval from the German Cartel Office. A third potential difficulty may arise from foreign film companies, who may not like subsidizing their competitors.

The self-help program has been widely greeted in the German press and in Government quarters as a commendable demonstration of cooperation and common sacrifice. It is believed that the plan will be approved, but probably not in time to take effect during 1962.

Even if all present aid plans are approved, 1962 production is not expected to exceed 60 major films at best, far less than the 100 German feature films which are regarded as a minimum for domestic needs. Attendance will probably continue to diminish, as television and auto ownership offer new entertainment possibilities to an even wider public.

IDA lends India $13 million for irrigation, power project

Will cover 152,000 acres in west-central India; should raise value of local farm production 600%

The International Development Association (IDA), an affiliate of the World Bank, has extended a development credit equivalent to $13 million to India for completion of a project to irrigate about 152,000 acres in the Purna River Valley in the State of Maharashtra, and to provide a 15,000-kilowatt hydroelectric power station.

The project will introduce irrigated agriculture for the first time to a drought-stricken area in the western part of the Indian high plateau. The resulting higher crop yields and the introduction of new crops such as fruits and vegetables, are expected to increase the value of production about 600%, greatly augmenting farmers' food supplies and income.

The development of irrigation systems to permit more intensified agriculture is basic to India's plans for achieving self-sufficiency in food and for increasing its output of cash crops. The credit is the sixth that IDA has extended to India for irrigation and drainage projects during the past year. IDA credits totaling $56.5 million are now assisting in the development of agriculture in the widely scattered Indian States of Punjab, Uttar Pradesh, Bihar, Orissa, Gujarat and Maharashtra.

The Purna project includes the construction of 2 dams on the Purna River, 1 at Yeldari creating a reservoir with a storage capacity of 784,000 acre-feet, and the other 40 miles downstream at Sideshwar to provide for re-regulation and irrigation diversion. The irrigation system will consist of a main canal about 50 miles long and 250 miles of distribution canals with associated works.

The power plant will be built at the foot of the Yeldari Dam and equipped initially with twin 7,500-kilowatt units, with provision for a third unit. The new plant will provide a regular supply of electricity in the project area.

The soils in the Purna project area are prone to waterlogging and to the accumulation of salt. There will be no subsurface drainage facilities since their cost would be prohibitive. A carefully administered water management program is therefore fundamental to the success of the project.

Construction of the irrigation works and power station are the responsibility of the State of Maharashtra's Department of Power and Irrigation, which will also operate the irrigation system. The power station will be operated by the State Electricity Board. The total estimated cost of the project is equivalent to $35 million. Work was started some years ago and the equivalent of $9 million had been expended by the end of the Second 5-Year Plan. Construction of the 2 dams is well advanced and some of the canal system has been finished.

As in the case of other irrigation projects of this type, the Government of India is providing 60% of the required financing and the State Government the remainder. The IDA credit is part of the Indian Government's contribution.

The IDA credit is for a term of 50 years, free of interest. Repayment of the principal will begin on January 1, 1973. Thereafter, 1% of the principal will be repayable annually for 10 years and 3% will be repayable annually for the final 30 years. A service charge of ¾ of 1% per annum on the amount withdrawn and outstanding will be made to meet IDA's administrative costs.

Latin America's import debts fell $7.5 million in June

The outstanding draft indebtedness of Latin American importers to U.S. exporters decreased in June to the lowest level since March 1961, the Federal Reserve Bank of New York announced recently. The debts of these importers decreased in 16 of the 23 countries covered by the Bank's monthly survey of the Latin American export credit experience of 11 large commercial banks.

U.S. exporters drew $37.7 million of new drafts on Latin American importers during June, while $45.2 million of drafts were paid by these importers. Accordingly, total drafts outstanding decreased by $7.5 million to $217.1 million at the month's end.

Outstanding draft indebtedness of Argentine importers fell by $1 million to $33.7 million at the end of June. A decline of $3.8 million in Venezuela's indebtedness reduced its debts to $44.7 million, the lowest for that country since January 1961.

New drafts drawn on Latin American importers dropped $7.5 million in June, reflecting decreases for Argentina and Venezuela of $4.8 million and $1.7 million, respectively. An increase of $1.2 million of new drafts drawn was reported for Mexico.

The outstanding amount of letters of credit confirmed by reporting banks in favor of U.S. exporters decreased by $6.5 million, to $144.1 million at the end of June. There were decreases in letters of credit confirmed for importers in Argentina, Mexico, and Paraguay.

Turkish firm looks for joint venture

Assistance asked to improve plant producing carbon paper and typewriter ribbons; market potential considered good

The only manufacturer of carbon paper and typewriter ribbons in Turkey seeks a joint-venture arrangement with foreign capital to improve its existing facilities.

Their firm needs machinery and modern equipment, in addition to technical and managerial assistance. The investor will have a share in both profits and management, in relation to its contribution.

The firm has no idea how much capital is needed to replace its present 1933 equipment. The new investor will decide what equipment is needed to modernize the facilities.

The owner reports that Turkish market potentialities are growing every year. A still further growth may be expected through exports to the neighboring Near or Middle East countries.

Another market factor to be considered is the limited import quotas on carbon paper and typewriter ribbons.

Write to Muhittin Sart, Galata, Voyvoda Caddesi, Voyvoda Han, 2-3, Istanbul, Turkey.

Italian camera sales expected to falter but film industry remains healthy

Preference for foreign brand-names should keep U.S. sales high; Japanese camera-makers want to build plant in South Italy; labor costs, anti-trust law may hinder film industry

Despite appreciable gains in production reported in 1961 for the Italian photographic products industry, most trade sources remain unimpressed by the growth or the outlook for the industry. Although the general pessimistic attitude expressed by some trade sources might, with reason, apply to photographic equipment and accessories, it hardly applies to the sensitized goods industry, which is obtaining good sales, both in a competitive domestic market as well as in foreign markets.

Photographic equipment

The value of Italian production of cameras and other photographic equipment and accessories was estimated to total [3 billion lire] $4.8 million in 1961 compared with [2,600 million lire] $4.2 million in 1960, a gain of approximately 15%. Camera production was estimated to total [690 million lire] $1.1 million in 1961 and [630 million lire] approximately $1 million in 1960.

The number of employees in the Italian camera and accessories equipment sector of the industry has remained fixed for the past two years at about 1500. Relations between management and the labor force, which fall under the national contract for the mechanical industry, were relatively quiet and stable during 1961, with only a few occasional strikes being reported. Labor costs rose 10% during 1961, but an even greater increase is predicted in 1962, when equalization of wage rates between male and female workers in the industry is scheduled to be completed.

Other important items of production were projectors, enlargers and microphotography. The demand for these items is reported to be rapidly growing, due to the needs of schools and industrial concerns. A small quantity of 8 and 16-mm. movie cameras was assembled in 1961. There is little likelihood that these items will be mass-produced in Italy. Several foreign companies, especially in Germany, the United States, and Japan, are already well established on the Italian market, supplying quality products at a price which hardly could be matched by Italian firms. The same appears to be true of lightmeters and lenses; Italian production is negligible and the demand is met by imports from West Germany.

Future production drop likely

There is the possibility that future camera production will decline. One company's operation is actually uneconomical and the firm is producing only for prestige reasons. The company is considering moving its camera production unit, which presently employs about 500 persons, to West Germany, where camera parts are considerably lower in cost and are more readily available than in Italy.

Information regarding the level of investment in the camera and accessory equipment sector is not available. No new ventures have been reported in the last two years and the trend of the industry is to decrease rather than increase the number of firms operating in this field. In view of this situation, perhaps the reported plan of Japanese producers to establish production facilities in southern Italy may prove to be highly significant both for the present limited domestic production and for photographic production in those countries exporting to Italy. An application for incorporation has been filed with the Italian Ministry of Industry and Commerce by a group of Japanese companies. No final decision on this application has yet been taken, and there is some doubt that it will be approved.

The short-range, and even the long-range production outlook for the Italian camera and accessory photographic equipment industry look decidely dim. Industry sources do not look for a repetition of the production gain of 15% achieved during 1961. A weak demand trend in the first quarter of 1962 has borne out this pessimism, and increased production, it is felt, would only raise the rather high level of stocks reportedly on hand at present. Large quantities of photographic products imports, especially from West Germany, and lately from Japan, plus the further increase in Italian labor costs during 1962, are considered to be serious impediments to any considerable increase of output.

Prefer foreign brands

In addition, the intangible factor of the Italian consumer's buying habits does not augur well for Italian photographic equipment producers. The Italian consumer, after having met his more immediate needs out of his increased buying power brought about by the strong growth of the Italian economy, appears to put photographic equipment at the lower end of his list of future acquisitions. Such equipment still has a touch of "luxury" about it in Italy. If and when the prospective Italian buyer of a camera reaches the point of purchase, he is then more likely to look for an imported model, which usually has a better reputation than one produced in his own country.

The present state of the domestic industry precludes expensive camera and photographic equipment research and development, and this factor has reinforced a consumer inclination to buy more of the better quality foreign-made products than those produced locally. It is estimated that almost all domestically produced equipment is exported. The few important producers are basing their hopes for increasing domestic sales on the continually rising average income of the Italian consumer. To attract this market, one company is continuing a substantial advertising program and also has announced that several new products will be introduced during 1962.

Sensitized goods industry

There are only three firms in Italy producing sensitized film, plates and paper. It is estimated that in 1961 production was valued at [17 billion lire] $27.2 million compared with [15 billion lire] $24 million in 1960, and [13 billion lire] $20.8 million in 1959. It is reported that one company accounts for almost 80% of the total output of the sensitized goods industry. It plays the most important role in the local film market and has achieved considerable success abroad, especially in West Germany and Canada. It is presently preparing to open a subsidiary in the United States. It has established a good foreign sales organization, and is reportedly maintaining an excellent competitive position with regard to quality and price.

There are about 4,000 persons presently engaged in the production of sensitized materials. Their labor contract is part of the national chemical industry contract. The sector's labor relations have remained harmonious in recent

years; a 10% increase in wages was granted in 1961, and equalization of wages for male and female workers was commenced.

The outlook for the sensitized goods sector of the Italian photographic products industry is considered bright. Despite a dull trend in domestic sales for the first quarter of 1962, exports of these products continue to rise, and a new promising market appears to be developing in North America. The present three-to-one sales ratio between black-and-white and color films (itself a recent change toward sales of more color film) should be modified during 1962 because of increased advertising of the latter and the increasing consumer demand.

Thre are two negative factors, which are likely to threaten what is considered to be a bright future for this sector of the photographic industry. They are: (1) concern over the rising cost of labor; and (2) the more usual factor (in Italy, at least), the government anti-monopoly measure, which is now in the discussion stage. Industry sources hold that Italy's "one-firm" film industry should not be considered under this measure, because a limited number of firms is characteristic of this industry in most countries and does not result from any illegal practice.

License wanted in France for laboratory equipment

A French firm which manufactures and markets laboratory equipment of various kinds seeks licensing rights to produce laboratory equipment for the chemical and nuclear industries.

It employs a staff of 320 including 20 salesmen.

Write Ets. Jouan, S.A., 113 Blvd. Saint-Germain, Paris, 6eme.

German firm asks license for metal, plastics goods

A West German firm is interested in acquiring a license to manufacture drawn, stamped, or coined metal products with its automatic machines and eccentric presses.

It also wants to enter into a joint venture with plastics producers, or to produce plastic goods under license.

Write Robert Zinn, Engels & Co., KG, 1, Erwinstr., Wuppertal-Oberbarmen.

French telecommunication market grows

Present facilities inadequate for increasing demand, development lags; traffic up 10%

With French telecommunication traffic increasing 35% in volume since 1956, and progressing at an annual rate which rose from 6% in 1960 to 10% in 1961, the present rate of growth and expansion is considered inadequate to meet French needs, the U.S. Embassy in Paris reports. Expansion lagged 33% short of the target set by the Third Plan for Economic and Social Development.

In December 1961, there were 2.3 million telephone subscribers in France, with 4.5 million telephones in use including extensions, up from 2.2 million and 4.3 million, respectively, in 1960. Only 61.14% of the telephones in France are automatic.

France, at present, ranks lowest of the Common Market countries in the number of telephones per hundred, namely 9.53 telephones per hundred, compared to 40.79 telephones per hundred in the U.S.

Modernization plans

To improve the lagging rate of telecommunications development, the Commission for Modernization of the Post and Telegraph in 1961 submitted a list of measures considered necessary to update the system with an estimated cost of $1 billion. The Fourth Plan for Economic and Social Development, scheduled through the period ending 1965, however, allots only $695 million for this purpose.

By the end of 1962, it is planned to have 153,000 additional subscriber units installed in France; 74,000 in Paris and suburbs and 79,000 in the provinces, with about 30,000 of these replacing existing equipment.

New automatic exchanges in numerous cities and coaxial cables are included in the plan, with the trans-Mediterranean submarine cable between Perpignan and Oran, Algeria with a capacity of 80 lines to be completed this year.

Two microwave systems are to be placed in service—Paris-Lyon, 600 channels, and Grasse-Ajaccio, 120 channels.

The Fourth Plan anticipates an expansion of teleprinter facilities to 10,000 units by 1965, with 500 scheduled for 1962 with full internal and international automation by 1964.

French imports of telecommunications equipment amounted to $3.5 million in 1961 compared to $3.4 million in 1960. At the same time the metric tonnage rose from 156 to 230 metric tons.

Imports from the Common Market countries increased from $1.4 million to $1.7 million while those from the U.S. fell from $1.1 million to $556,000. The latter drop was due to exceptionally large sales of telephone repeaters in 1960 for use in the submarine cable between France and the U.S.

French telecommunications equipment imports are chiefly low-frequency amplifiers, signaling equipment, and teleprinters.

Communications exports, excluding the franc zone, rose 79% from $3.9 million (395 metric tons) to $7.1 million (782 metric tons) with the Common Market accounting for about half of all sales.

Export Control Act is extended to June 1965

The Export Control Act, scheduled to expire this year, was extended to June 30th, 1965 in an amendment contained in Public Law 87-515, approved July 1st. The Act continues the authority for the regulation of exports and reaffirms the official policy that such controls are necessary to protect the economy and the security of the nation.

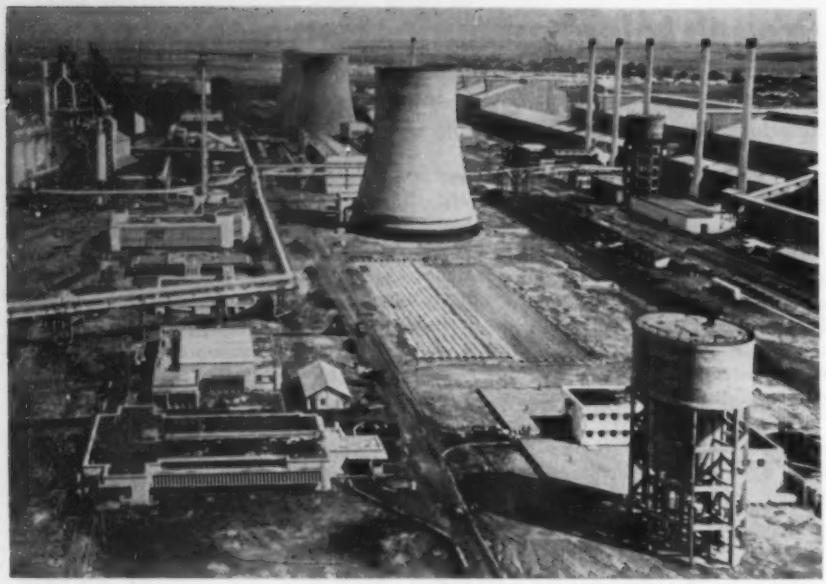
The President is authorized to prohibit or limit U.S. exports as deemed necessary and violators of the provisions of the Act may be fined or imprisoned, or both. Quarterly reports are required to be made to Congress and the President by departments and agencies exercising any functions under the Act.

New South Wales firm asks special use paper license

A paper converting firm in New South Wales seeks a license to manufacture special use papers.

It specializes in teletype communication stationery, special tapes for data processing and computer equipment, and continuous forms.

Write Percy Boyden (NSW) Pty., Ltd., 15 Exceller Ave., Bankstown, New South Wales, Australia.



GOING TO INDIA?: The Durgapur Steelworks in Northeast India is one of the projects completed during India's rush to economic maturity. Technicians going to work on joint development projects in India should be certain that their contracts make specific reference to all privileges and amenities which have been promised to them, such as tax exemptions, free travel and long vacations. (World Bank Photo)

Use care in negotiating contracts for technicians going to India under technical collaboration agreements

Can get income tax exemptions for up to 5 years, as well as first-class travel, 2-months leave and free medical service

The increasing number of technical collaborations between U.S. and Indian firms calling for the services of American technicians in India require that American businessmen offering or seeking such employment study incentives and contract details to avoid later misunderstandings.

Foreign technicians employed in India enjoy a number of monetary advantages in the form of tax-free salary, travel allowances, liberal leave, and other amenities. Salaries and allowances of foreign technicians approved by the Indian Government are exempt from income tax for 3 years after their arrival in India, with provision for extending the exemption for 2 additional years.

Government approval of the appointment must be obtained before a formal agreement or contract is signed, however, if this exemption is to apply. Otherwise it applies for only 1 year from the date of arrival.

Can work before signing

Where the technician's services are urgently needed to avoid holding up a project and government approval has not been granted, he can proceed to India and make himself available for casual advice without formally accepting the offer of employment.

Signing of a formal contract can await government approval of the technician's appointment, in which case he loses the tax exemption only for the period between his date of arrival and the date of such approval. Approval usually takes from 45 to 60 days.

In applying for government approval of the technician's appointment, it is advisable to include only such essential details as the duties and qualifications of the foreign technician and the reason for his employment. Special application forms for this purpose are available from the Under Secretary, Government of India, Ministry of Commerce and Industry (Development Wing), Udyog Bhavan, New Delhi.

Be specific

The formal employment agreement between a foreign technician and his employer in India, however, should clearly specify the terms of employment to avoid any misinterpretations.

A recent article in "The Economic Times" of Calcutta outlines an ideal employment agreement, pointing out the following details which should be covered:

- Duration and responsibilities—Appointments are usually made for 3 years and should provide for renewal. Provision should be made for a long notice period (6 months is suggested) for termination of employment. Some projects have suffered because of resignations by technicians on short notice. The agreement should also clearly specify the technician's duties and the authority to which he is subordinate. Misunderstandings have arisen in some cases because the contract made the technician responsible to some vague authority like the board of directors rather than to the managing director of the company.
- Travel facilities—The employer in India bears the cost of first class passage, plus baggage costs, for the technician and his wife when they proceed to India and when they go on home leave. The contract should also provide for travel expenses on the termination of the service, except where the termination is for gross misconduct.
- Leave—Company rules govern here, but the usual practice is to allow 2 months leave for every year of complete service. Casual leave is also granted.

Check all possible benefits

Free medical service and many other benefits can be negotiated into the contract. For full details on amenities that have been included in some past contracts, contact the India desk of the Near East—South Asia Division, BIP, at WOrth 7-4466 in Washington.

Moscoso predicts Alliance aid for 35 million by 1963

Over $1 billion committed during program's first year; U.S. administrator backs Latin American Common Market

Total loans and grants by the U.S. to Latin America under the Alliance for Progress amounted to $1.1 billion in the fiscal year just ended.

Teodoro Moscoso, U.S. Coordinator of the Alliance, has said that Alliance projects will directly benefit 35 million Latin Americans by mid-1963.

Ambassador Moscoso, former U.S. envoy to Venezuela, also reported that the U.S. is now using American surplus food to help feed close to 4 million Latin American children.

Detailing the projected effect of Alliance efforts by July 1, 1963, Moscoso said, "Our best estimates . . . are that a year hence some 170,000 houses will have been built, more than 17,000 classrooms constructed and close to 15,000 miles of roads built or maintained under this Alliance.

"We are determined that our aid efforts shall be integrated into comprehensive national and regional development plans and that they will be matched, as agreed, by social reform and self-help in each Latin American country."

He cited specifically the need for reform in government administration, fiscal policy and tax enforcement, sound and productive conduct of governmental enterprises, strengthening of agriculture and homebuilding.

Ambassador Moscoso also made a strong plea for common markets and economic integration in Latin America. He hailed creation of the Central American common market and announced that the U.S. is administering an increasing share of its aid program to the Central American countries on a regional basis.

20,000 tons of GSA aluminum released to aid program use

A plan to make approximately 20,000 short tons of stockpiled aluminum available for exclusive use in foreign aid programs has been announced by the General Services Administration.

In a letter to the Chairman of the Joint Committee on Defense Production of the Congress, GSA said the material will be used by the Agency for International Development in meeting foreign aid requirements of the Government.

The metal, in primary aluminum form, is contained in the Defense Production Act inventory.

Since the quantity involved represents less than ½% of annual world production, no market impact is anticipated.

The aluminum will be supplied to foreign aid recipients in semi-finished forms, as well as in ingot.

U.S. firms can get 'Cooley' loans in Sudan and Morocco

$197 million in currencies of 18 nations now available

Morocco and Sudan have been added to the list of African countries in which "Cooley funds" are available for lending to qualified U.S. firms, according to the Agency for International Development (AID).

Foreign currencies equivalent to $197.8 million are now available in 18 countries. They may be lent to U.S. businesses or their affiliates for development or expansion of foreign operations. "Cooley loans" are also available if their proposed use will result in sale of U.S. agricultural commodities.

Named after Congressman Harold D. Cooley of North Carolina, who sponsored the pertinent amendment to the Food for Peace bill (PL 480), the loans are in local currencies received from sale of surplus U.S. agricultural products. Repayments are also in local currencies.

The nations, listed in order of the amount of funds available, are: India, Egypt, Indonesia, Pakistan, Turkey, Taiwan (Nationalist China), Israel, Syria, Ceylon, Greece, South Vietnam, Tunisia, Korea, Morocco, Ecuador, Finland, Iran and Sudan.

Loan applications may be made to the Private Enterprise Division, Agency for International Development, Washington 25, D.C., or to the U.S. AID Mission in countries involved, care of the U.S. Embassy.

Capital firm gets AID contract for Liberian project

Will help establish and operate a national development firm

The Agency for International Development (AID) has announced the award of a 2-year, $462,079 contract to Checchi and Company, a Washington, D.C. economic consultant firm, to assist Liberia in establishing and operating the Liberian Development Corporation.

The project, a part of the U.S. overseas technical assistance program administered by AID, is geared to the long-range development of commerce and industry in the West African nation, together with attracting capital investment in a suitably wide range of businesses.

Checchi and Company will help establish a technical advisory service to perform investment feasibility studies on new and expanding enterprises. It will also assist Liberian private enterprises in technical, engineering, accounting, and managerial problems.

The consulting firm, which expects to send 4 representatives to conduct the project, will also train Liberians to operate the Development Corporation.

Terms of U.S. foreign assistance agreements provide that American businesses and institutions have an opportunity to receive service and supply contracts involving the foreign country.

Eximbank loans Japan $60 million to buy U.S. cotton

To finance sale of 429,000 bales; private banks will make funds available to raw cotton users

The Export-Import Bank recently agreed with the Bank of Tokyo to furnish $60 million for the sale of U.S. raw cotton to Japan.

The credit will be available to Japanese raw cotton users for one year, beginning August 1, 1962, and should finance the sale of approximately 429,000 bales of raw cotton from the 1962-63 U.S. crop year.

Purchases will be financed through 12-month drafts drawn by the U.S. shipper on the Bank of Tokyo pursuant to letters of credit handled by the U.S. commercial banking system. Purchase contracts for U.S. cotton entered into on or after April 1, 1962, are eligible. Expiration date of letters of credit to be financed with Eximbank loan funds shall not be later than July 31, 1963.

In what has come to be an annual transaction, the 1962 cotton credit to Japan is the fifteenth approved by Eximbank. Over 4 million bales have already been exported to Japan from the U.S. through Eximbank financing amounting to nearly $720 million.

Japan will require an estimated 2.8 million bales of cotton during the 1962-63 crop year. Roughly one-half is expected to be furnished by the U.S. Consequently, the Eximbank credit will finance nearly one-third of the estimated purchases in the U.S.; the remainder will be financed by private Japanese and American sources.

Eximbank lends Spanish firm $670,000 to buy U.S. goods

The Export-Import Bank has loaned Lagunas del Barbate, S.A., of Jerez de la Frontera, Spain $670,000 to purchase U.S. earth moving and farm equipment.

Lagunas del Barbate is a private corporation engaged in land reclamation and agricultural projects. The Eximbank loan will buy machinery to reclaim 15,000 acres of potentially arable bottom land in the Barbate River basin in Cadiz Province. In addition to reclaiming the land, flood protection and irrigation facilities will be provided.

Among items to be purchased in the U.S. by the Spanish firm are crawler tractors, scrapers, bulldozers, trucks, 2 light aircraft and irrigation equipment.

The New York consulting engineering firm of Hydrotechnic, Inc., performed engineering survey and feasibility studies for the project.

U.S. export rights are denied firm in Netherlands

Sent strategic goods to Hungary; admission of error softens penalty

The Department of Commerce's Bureau of International Programs has denied all U.S. export privileges to W. G. Kolle and Kolle & Company, both of Amsterdam, The Netherlands, for shipping American-supplied potassium permanganate to Hungary without obtaining the permission of the U.S. Government.

The denial order, effective July 19, 1962, will run for 3 months with an added 9 month probation period.

The export control violation which led to the denial order began in April 1961, when Kolle placed an order with the Amsterdam affiliate of a U.S. supplier for 1100 kilos of potassium permanganate valued at about $770.

In making the shipment, the U.S. firm informed Kolle that U.S. law prohibited disposition of the commodity to the Soviet bloc without first obtaining U.S. Government permission. Nevertheless, Kolle did not ask for this permission, and in June 1961 delivered the goods to its intended Hungarian customer.

In issuing the order, the Bureau said Kolle's deliberate disregard of U.S. export controls was inexcusable. However, the short denial period took into account the non-strategic nature and small value of the commodity, for which a license would have been issued if requested, as well as Kolle's recognition of his error.

During the denial period, W. G. Kolle and Kolle & Company, and all other persons and firms related to them, are prohibited from ordering, receiving, disposing, or otherwise participating in U.S. exports, either directly or indirectly.

Commerce official promotes exports in Connecticut talk

Says businessmen can raise profits and improve U. S. world position

New England firms sold more than $1 billion of manufactured goods abroad during 1960, with almost a third of the sales ($385.9 million) going to Connecticut exporters.

"Many Connecticut businessmen are making a vigorous and successful sales effort around the world, but many others are not seeking out the marketing opportunities outside the U.S.," Deputy to the Undersecretary of Commerce John S. Stillman said in an address scheduled for delivery to an Export Expansion seminar in Hartford on Thursday, July 26.

Mr. Stillman's speech pointed out that a recent trade mission to West Germany found strong interest in specialized construction and materials handling equipment, prefabricated housing, air pollution control equipment, and specialized cleaning and maintenance equipment for industrial plants and road maintenance.

Beckoning markets

It also referred to the expanding markets of Japan, Latin America and the Near East as offering excellent opportunities to U.S. business, noting that U.S. goods accounted for almost half of the total sales of imported goods at the recent Osaka Trade Fair in Japan.

The Middle East's infant industries offer potential to foreign capital investors, and are a particularly promising area for American managerial know-how and technical skills. Emerging Africa's development plans stress agricultural advances which will create markets for small tractors, plows and animal-powered farm equipment.

Mr. Stillman pointed to the stepped-up activities of the Department of Commerce and its 34 field offices in providing faster and more complete information to businessmen interested in international trade. These activities include the establishment of year-round showrooms for U.S. products abroad, promotion of industry participation in international trade fairs and a worldwide search for specific trade, licensing and investment opportunities.

☆ U.S. GOVERNMENT PRINTING OFFICE: 1962—651953/2

Calendar *for international traders*

Star (★) indicates U.S. Department of Commerce exhibit participation.

July

25-Aug. 12—Fourth Annual Chicago International Trade Fair and World Marketing and Economic Development Conference. McCormick Place, Chicago, Ill. Sponsor: Chicago Assn. of Commerce and Industry. ★

August

3—Regional Conference of U.S. Trade Missions to West Germany and the United Kingdom, Chicago International Trade Fair, McCormick Place, Chicago, Ill. Luncheon Speaker: Neil C. Hurley, Jr., Chairman, National Export Expansion Council.

6-10—1962 Western Resources Conference, Golden, Colo. Commerce Speaker: Jack N. Behrman, Assistant Secretary of Commerce for International Affairs.

6-10—Seminars on International Management, Hotel Astor, New York, N. Y. Sponsor: American Management Assn., International Marketing Division. Seminar Topics: Financial Operations, Purchasing Abroad, Foreign Tax Credits, Overseas Service Groups.

15-17—Maine Products Show, City of Bangor Auditorium, Bangor, Maine. Sponsor: Maine Department of Economic Development.★

17—World Business Conference, University of San Francisco, San Francisco, Cal. Sponsors: Peninsula Manufacturers Assn.; U.S. Small Business Administration; U.S. Department of Commerce.

September

5—Executive Program in Business Administration, Arden House, Columbia University, New York, N.Y. Commerce Speaker: Jack N. Behrman, Assistant Secretary of Commerce for International Affairs.

8-16—Fifth International Food Congress and Exhibition, New York Coliseum, New York, N. Y. ★

11—Luncheon Meeting, Cincinnati Assn. of Credit Management, Foreign Credit Chapter, Cincinnati, Ohio.

12—International Trade Seminar, Oklahoma City, Okla. Sponsor: Oklahoma City International Trade Club. Commerce Speaker: John H. Shoaf, Dallas Field Office.

13—Export Expansion Workshop, Fort Worth, Texas. Sponsor: First National Bank of Fort Worth. Commerce Speaker: Harry C. Myers, Manager, Dallas Field Office.

15-18—National Assn. of Furniture Manufacturers Fair, Conrad Hilton Hotel, Chicago, Ill. ★

15-19—42nd Annual Convention and Trade Show, National Tire Dealers and Retreaders Assn., Kiel Auditorium, St. Louis, Mo.

15-23—Eastern States Exposition, West Springfield, Mass. ★

18—Export Seminar, Bradley University, Peoria, Ill. Sponsors; Illinois Committee on Trade Expansion, Central Illinois Industrial Assn. Commerce Speaker: A. J. Buchar, Manager, Chicago Field Office.

19-26—Annual Convention, National Assn. of Insurance Agents, Sheraton Park Hotel, Washington, D. C. Commerce Speaker: Jerome Sachs, Bureau of International Programs.

20—Annual Dinner and Award Presentation, Foreign Traders Assn. of Philadelphia, Inc. Sheraton Hotel, Philadelphia, Pa.

21—Executives Export Trade Seminar (First of Eight Sessions), University of Houston, Houston, Texas. Sponsors: University of Houston, Distributive Education Branch; U.S. Small Business Administration; Houston Field Office of U.S. Department of Commerce. Commerce Speaker: Harold J. Heck, Bureau of International Programs.

21-30—8th Annual Houston International Trade and Travel Fair, Sam Houston Coliseum, Houston, Tex. ★

22-29—State Fair of Oklahoma, Oklahoma City, Oklahoma. ★

24-26—1st Annual Houston International Marketing Forum, Music Hall, Houston, Texas. Sponsor: Houston International Trade and Travel Fair.

25—Export Trade Seminar, (Opening Session of 10 Week Course), Southern Methodist University, Dallas, Tex. Sponsors: Southern Methodist University; U.S. Small Business Administration; U.S. Department of Health, Education, and Welfare; U.S. Department of Commerce. Commerce Speaker: L. Edward Scriven, Bureau of International Business Operations.

25—World Trade and Marketing Conference, Albany, New York. Sponsor: Albany Chamber of Commerce. Commerce Speaker: E. E. Schnellbacher, Bureau of International Business Operations.

25—Second Export Trade Workshop, Shreveport, La. Sponsors: Shreveport Chamber of Commerce; U.S. Department of Commerce; U.S. Small Business Administration; Regional Export Expansion Council. Commerce Speaker: Harold J. Heck, Bureau of International Programs.

26—Monthly Luncheon, Miami-Dade County Chamber of Commerce, DuPont Plaza Hotel, Miami, Fla. Commerce Speaker: Henry J. Dempsey, Bureau of International Business Operations.

27—World Trade Seminar, Tulsa, Oklahoma. Sponsor: World Affairs Committee, Tulsa Chamber of Commerce. Commerce Speaker: L. Edward Scriven, Bureau of International Business Operations.

27—Conference on Africa, Georgetown University, Washington, D.C. Commerce Speaker: William B. Dale, Deputy Assistant Secretary for International Affairs.

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